

THE NATIONAL Provisioner

THE MAGAZINE OF THE
Meat Packing and Allied Industries

JANUARY 4, 1936

Volume 94 Number 1

Full Protection IN PACKING ... with stainless ENDURO tables

Packers who provide every safeguard in handling the product, insist on tables of stainless ENDURO. This perfected stainless steel can never contaminate the product—for its surface is proof against rust and corrosion—it has no coating to wear through—and there is no possibility of

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B U F F A L O

QUALITY SAUSAGE MAKING EQUIPMENT

How "Wear-Ever" Aluminum Kettles WILL SAVE YOU MONEY

★ by a Satisfied User ★



Dittorwitz & Co., Inc.
WHOLESALE MEATS & PROVISIONS
CORNED BEEF PACKERS
942 848 FULTON STREET
CHICAGO

August 15, 1935

Mr. E. E. Hiles
The Aluminum Cooking Utensil Co.
111 W. Washington Street
Chicago, Illinois

Dear Sir:

Having made use of your installation of Jacketed Aluminum Kettles in our plant which has given us such wonderful satisfaction, we find it has caused us to be obligated to you. We are therefore advising of the very fine results we have obtained.

In former years we have used kettles made of metals other than aluminum. These kettles had to be re-tinned periodically owing to the severe use we make of our kettles. As you know we are manufacturers of Corned Beef and Chili Con Carne which after a days run creates great crusts on the surfaces of the kettles which have to be scoured and scrubbed to meet the sanitation requirements of the U. S. Department of Agriculture.

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Very sincerely yours,
[Signature]
D. DITTORWITZ & CO., INC.

● If you do not have a copy of our catalog, address THE ALUMINUM COOKING UTENSIL CO., Desk A-470, 11th St., New Kensington, Pa.
(Offices in all principal cities.)

"Wear-Ever"
ALUMINUM

THE STANDARD: WROUGHT OF
EXTRA HARD, THICK ALUMINUM PLATE

The National Provisioner

THE MAGAZINE OF THE

Meat Packing and Allied Industries

Volume 94

JANUARY 4, 1936

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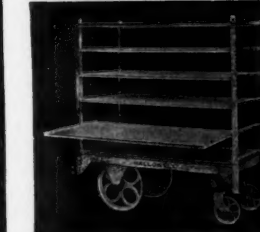
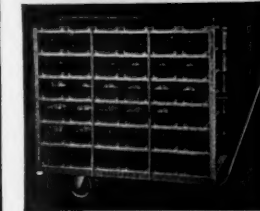
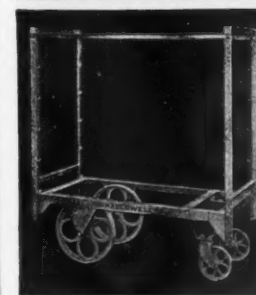
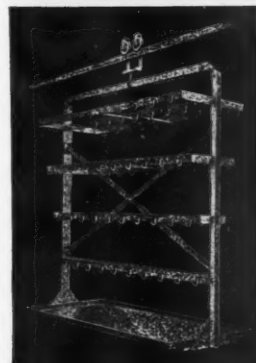
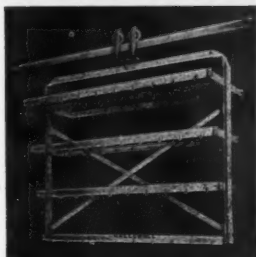
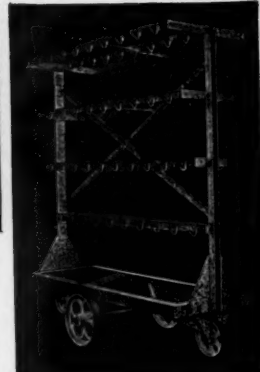
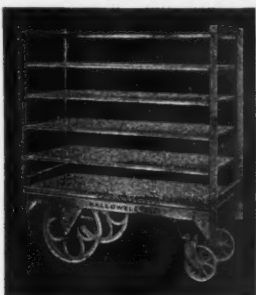
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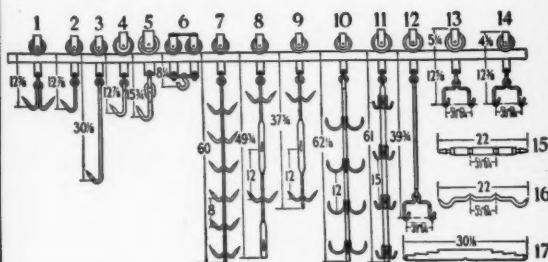
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"Hallowell" Trolleys, Hooks, etc.

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Write for details!

Circle E Provision Company

UNION STOCK YARDS — — CHICAGO, ILLINOIS

THE NATIONAL Provisioner

Volume 94

THE MAGAZINE OF THE

Number 1

Meat Packing and Allied Industries

JANUARY 4, 1936

MEAT INDUSTRY *Looks* AHEAD

**Hopes for Increased Supplies and
Less Regimentation Brighten Outlook for
the Meat Packer in Coming Year.**

MEAT PACKERS begin the calendar year 1936 with more optimism than they approached the new year twelve months ago. The period ahead has much more of promise to offer the industry, in spite of its uncertainties.

Although business and industry are afflicted with additional difficulties — potential or real — in presidential election years, it is doubtful if the problems presented in 1936 will be any greater, if as great, as those of the past few years of governmental experimentation.

At any rate, the meat packing industry has come through so many difficulties in recent years that it would seem to be better prepared to cope with such problems than it was in the years of peak activity, when it found itself in a position well-termed as one of "profitless prosperity."

Obstacles peculiar to the industry, such as the processing tax, are still in the pathway of progress. In this instance, however, the packer has come to realize his job as that of a tax collector for Uncle Sam, and has performed his duties accordingly. He hopes this duty will not be imposed on him further, and that the burden may be lifted not only from his shoulders, but from the shoulders of those who sell and those who buy.

Pork Packing Prospects

In the year just beginning the pork packer will find himself in better situation in relation to the calendar year than to the crop year. Unless some unforeseen disaster should befall — such as the drought of 1934 — it is probable that pork tonnage of the calendar year will be fully 25 to 30 per

cent higher than that of 1935. From present indications approximately 10 million more hogs will be available for slaughter, as indicated by pigs farrowed and saved in the last half of 1935, and the spring breeding intentions as reported to the U. S. Department of Agriculture by the hog raisers of the country.

While hog producers who have contracts with the government are permitted an increase of 30 per cent in their 1936 production over that of 1935, it is probable that all producers not so limited will breed every sow and gilt available, so that hog marketings by the closing months of 1936 may be much nearer normal than official predictions now indicate.

The Two Specters of 1935

Two specters stalked the meat industry throughout 1935—scarcity and high price. The full impact of nature's participation in the government's livestock reduction program was felt by Mr. and Mrs. Consumer and their children during the year.

Total meat supply was the smallest in years, although there was plenty of beef and more lamb than in many like periods. It was pork that created the disturbance.

The government's 1934 drought relief program withdrew millions of cattle and sheep from affected areas, but a previous program of reduction had been arranged between the government and hog producers. As a consequence, in sections of abun-

dant crops cattle and sheep were plentiful, but hog production was too limited to overcome the extreme shortage of the drought areas.

Costs Up with Volume Down

This was reflected in the 1935 pork supply. All kinds of fresh and cured pork meats and lard were scarce. Prices, further accentuated by the processing tax on hogs, were high. Pork eaters turned to beef and lamb and other protein foods. This resulted in a sharply higher price for fresh meats, and the cattle producer and sheep producer profited at the expense of the hog grower.

It was an unsatisfactory year for meat packers. There was not enough raw material to go round. Costs increased with decreased volume, and net return was less than in normal years. Many pork packers turned to fresh meat production to keep their plants going.

In spite of all of this, an unusual amount of new building, of rehabilitation and of installation of new equipment took place. More and more the packer is realizing that his profits must come from economies in operating and merchandising, rather than in a wider margin between the price he pays for his raw materials and that which he receives,

or can hope to receive for his finished product.

With this in view, the industry has remodeled old plants where this could be done economically, and has built anew where this was the more practical way. There has been an unusual amount of activity in the building and expansion of beef and small stock plants and departments and many plans are already made for similar activity in pork plants as soon as larger raw material supplies warrant.

Factors in Modernization

Two additional factors have entered this expansion and improvement program of the industry.

The first of these is the desire of more packers to come under federal inspection, with its accompanying need of modernization to meet federal requirements.

The other is the expansion of livestock production, particularly hogs, in areas outside the Corn Belt, where hog growing heretofore has found its greatest concentration. This is particularly true in the South and Southwest, where increased livestock production appears to be replacing cotton production, which has experienced such extensive reduction under governmental programs.

What Industry Leaders Think of the Situation

WHAT'S ahead in 1936, as seen by leaders in the industry, is set forth in the following statements, prepared especially for THE NATIONAL PROVISIONER.

Good Judgment Needed

UNUSUALLY careful judgment on the part of pork packers will be necessary in 1936, in the opinion of Wm. Whitfield Woods, president of the Institute of American Meat Packers. Efficient operation—including buying and selling on the basis of sound values—is more essential in 1936 than ever before.



"For the meat packing industry as a whole, and particularly for the pork division of it, 1936 undoubtedly will continue to

offer many difficult problems," says Mr. Woods. Sharp curtailment of production as a result of the drought and the government's control program; the diverting of consumers from pork to substitute foods, and the greatly reduced volume of operations in the pork division of the business will continue to handicap all companies which conduct pork operations. In addition, the processing tax, now before the Supreme

Court, is an unpredictable factor.

"Supplies of hogs in the current hog marketing year, which began October 1, will still be far smaller than usual, but hog production will be on the increase and so will receipts. Market supplies in the summer will be considerably larger than the very small receipts last summer.

Outlook for 1936

"The outlook for 1936 has been discussed at length in various reports issued by the U. S. Department of Agriculture. These reports indicate, in general, that supplies of cattle, calves and sheep will be relatively plentiful during the marketing year ending with September, and that market supplies of hogs for this period will be somewhat smaller.

"The aggregate number of cattle dressed in 1936 probably will continue somewhat larger than normal, but probably not as large as the unusually large number of cattle dressed in 1934 and 1935. The extent of cattle feeding this winter indicates the marketing of a larger than usual number of grain-fed cattle during the spring and summer of 1936, and possibly throughout the remainder of the year, if feed crop conditions are normal. Supplies of the lower grades of cattle should be somewhat smaller than the very large supplies of these grades sold in 1935.

"Sheep and lamb slaughter possibly will be somewhat smaller than in 1935, when the number dressed was rather

large, in comparison with the average of the last ten years.

The Hog Situation

"Hog marketings apparently will be so distributed during the year as to require the exercise of unusually careful judgment by packers of pork. Marketings during the remainder of the winter marketing period, which ends with April, probably will show little change as compared with marketings during the same four months in 1935, but will continue to be substantially below a more normal volume for that season of the year.

"In the summer marketing period, which extends from May to September, it is believed that marketings will be at least 25 per cent larger than during the same period in 1935, although much smaller than normal.

"The Secretary of Agriculture has announced that the new corn-hog adjustment contracts are designed to permit a 30 per cent increase in the number of hogs produced for market during the coming year. These hogs, for the most part, will come to market during the period from October, 1936, to September, 1937, inclusive.

Not a Large Increase

"Because of the limited supply of feeding stock and feed supplies in some areas, it is doubtful whether the increase will be so large. Even if it does reach 30 per cent, however, the number

(Continued on page 28.)

Business at a Profit

THIS is a year when current business should be done at a profit, says G. F. Swift, president, Swift & Company, in his statement to THE NATIONAL PROVISIONER. But business men are concerned with two questions—government budget balancing, and protection against shortage of working capital in a period of sharply rising prices.

"The amount of meat produced during the past year was about 18 per cent less than the quantity available in 1934," says Mr. Swift. "As for the coming year, the U. S. Department of Agriculture has estimated that the meat



supply will not be greatly different in quantity from the supply in 1935, but it is expected that the quality will be much better, owing to the greater abundance of corn and other feed.

"It is impossible to say whether meat prices will be higher or lower. There is the possibility, however,

that the supplies will be greater at the end of the year than they are now, and larger supplies normally have the effect of making prices lower, unless larger supplies are accompanied by greatly improved business conditions.

"The experience of meat packers, I believe, is that when meat prices are rising it is difficult and often impossible to buy livestock at prices that are in line with current meat and by-product values. Under these conditions there is nearly always incurred in such a period a cut-out loss which the packer has to assume.

"It would seem to me that this is a year when the current business should be done at a profit.

Controlled Dollar and Budget Balancing

"The meat industry is necessarily tied up with the fortunes of business in general, and looking at the whole picture it seems to me that there are still a number of obstacles that stand in the way of complete recovery.

"One of these obstacles is that our dollar is not on a gold basis. This makes it impossible for a business man to form a sound judgment on the basis of known facts, as to what the future value of the dollar is going to be. A 'controlled' dollar value is not one that can be estimated in advance, because no one can know the opinions of those who will control, or how successfully they will be able to control.

"Another obstacle to complete recovery is our unbalanced federal budget. Knowing that a budget cannot remain unbalanced for an indefinite period without causing currency inflation,

business men are concerned with these questions:

"How long will the budget remain unbalanced?"

"How best can they protect themselves and their business against the shortage of working capital that invariably comes in periods of sharply rising prices?"

For a Better Balance

GRATIFICATION at the prospective increase in livestock production, and the contribution this branch of agriculture makes to the wealth of the nation, is expressed by E. A. Cudahy, jr., president, Cudahy Packing Company. The year should be favorable to the producer, and meat prices should not be too high for the consumer, though it will not be an easy year for the packing industry to make a profit.

"The fruits of agriculture are new wealth," writes Mr. Cudahy, "which comes from the soil and not from selfish strife, and which makes the most important contribution towards the prosperity of our country. During 1935 an improved relationship between the agricultural and national incomes was established, and undoubtedly the agricultural share will be maintained if not further increased during the coming year.

"While I favored the AAA as an emergency measure, the futility of crop control has been demonstrated, and it is gratifying that we are entering a cycle of increased production of livestock following the period of scarcity.



Supplies and Earnings

"In an industry geared to volume production, and where margin of profit per unit is small, material reduction in raw material supplies has an important influence on earnings. Overhead and general expenses must be reduced to meet reduced income as far as possible, but in the 1935 packer year it was difficult indeed to reduce expenses to an extent commensurate with reduction in income.

"Like all packers with a considerable pork business, we hope for the termination of the processing tax on hogs. We look forward to improvement in our pork business in the new year, along with increases in hog numbers.

"As a packer, I am pleased that livestock contributed more during 1935 than in 1934 to the needed increase in the agricultural income. With the prospective increase in general busi-

ness, granted normal crops in 1936, it should be a year during which conditions are favorable to the producer of livestock and at the same time one in which prices for meat will not be too high for the consumer.

"However, it looks like 1936 won't be an easy year for the packing industry to make money."

Better Margins Ahead

LARGER opportunities for business in the coming year, in spite of tax burdens, is the outlook as viewed by R. H. Cabell, president, Armour and Company. Writing to THE NATIONAL PROVISIONER he says:

"The New Year prospects are encouraging, in spite of the uncertainty of a presidential election year. We are entering the New Year convinced that it offers larger opportunities for business and a better prospect for satisfactory margins than any of the past few years. To us, it will be approaching normal times.

"The farming communities have had a prosperous year and they all have money to spend, which augurs well for business. But we must not lose sight of proposed new taxes, and the fact that the authorities now contemplate forcing business to become their tax collector.

"It is the duty of every business man to see that his clients understand that additional taxation means increased prices to the consumer or decreased prices to producers, and that in the final analysis it is the public that pays the excessive taxes levied on business."

INDUSTRIAL IMPROVEMENT

Fundamentally improved conditions are seen by A. W. Robertson, chairman, Westinghouse Electric, who says in his new year's statement that "during 1935 industry has employed more men, paid more wages, more dividends and more taxes than for many years previously. It is a good record. It is a great tribute to American business. Regardless of the many obstacles encountered, through everlasting effort, a fresh foothold has been gained and we have reason to believe that improvement will continue. The human body will throw off diseases in spite of mistreatment. So it would seem to be with business. It has slowly convalesced and is able to stand up and walk again. With returning health its steps will grow stronger and firmer and it will walk unhesitatingly."

Meat Import Growth Offers New Problem to U.S. Packers

INCREASE in volume of meat imports, induced by smaller domestic supplies and higher prices, brought a new problem to the meat industry of the United States in 1935.

While normally supplying many countries throughout the world with its meat products, 1935 found United States consumers buying considerable

ing July. Beef imports totaled 8,032,000 lbs. during 12 months ended October 31, against 146,000 lbs. during the preceding year.

Much of the beef imported from New Zealand was boneless beef or bull meat. Some of it was used for sausage making while some has been sold from bond for ship's use. Reports from New York indicate that there is little interest there in any future shipments.

Fresh pork imports have at no time been in such large volume as beef but have shown a large increase over imports for the 1933-34 year. During 12 months ended October 31, about 3,495,000 lbs. of pork was brought into the United States, or more than 25 times the amount imported during the preceding year.

Pork Comes From Canada

Most of the fresh, frozen or chilled pork came from Canada but small shipments were also received from New Zealand and the United Kingdom during the late summer months. Importation of foreign pork in volume began in May, 1935, continued at a rate of almost 550,000 lbs. a month during the summer and fell off in October as fall marketing of hogs began in the United States.

Rising pork prices in the United States made trade in some foreign cured pork products profitable, even after payment of tariff and compensatory tax. Importation of cured hams, shoulders and bacon reached considerable volume during the summer and fall of 1935, the total for the year ended October 31, amounting to 3,833,162 lbs. against 950,269 lbs. in the preceding 12-month period. Imports of these products during 1932 and 1933 calendar years were about 3,022,000 and

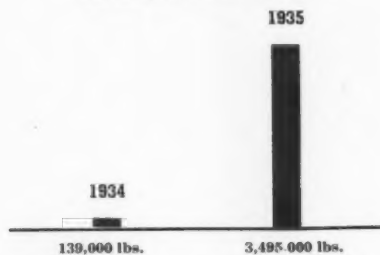
1,698,000 lbs. respectively. Many of these pork products normally come into the United States in some quantity since they are specialties.

Polish Cooked Ham

Polish cooked ham "in tins," included in total imports of ham, shoulders and

FRESH PORK IMPORTS

(12 mos., Nov. 1 to Oct. 31.)

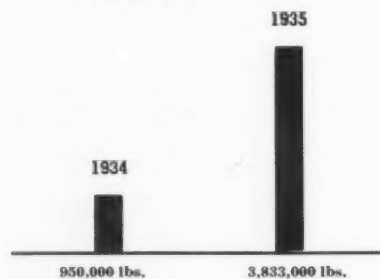


quantities of beef, beef cattle, cured pork, canned meats and animal fats abroad.

Closing months of 1934 gave little indication of the possible growth of imports, except that an abnormally large volume of edible and inedible tallow was received. The greater share by volume of all meat product imports was made up of these fats, a total of 265,886,500 lbs. being imported during

CURED PORK IMPORTS

(12 mos., Nov. 1 to Oct. 31.)



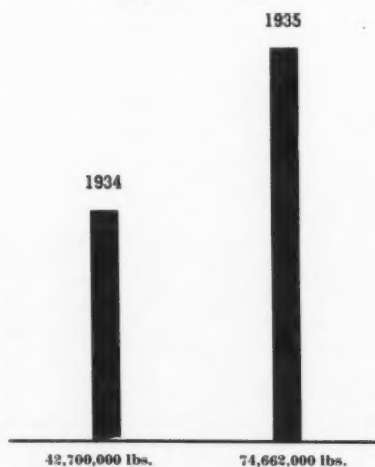
the year ended October 31, against about 9,160,000 lbs. during the preceding 12-month period.

Million Pounds a Month

Movement of fresh, chilled and frozen beef and veal into the United States began in volume in February, 1935, and continued throughout the summer at an average rate of almost a million lbs. a month. Most of this beef came from Canada but a considerable portion came from New Zealand, shipments from that country amounting to 1,168,000 lbs. dur-

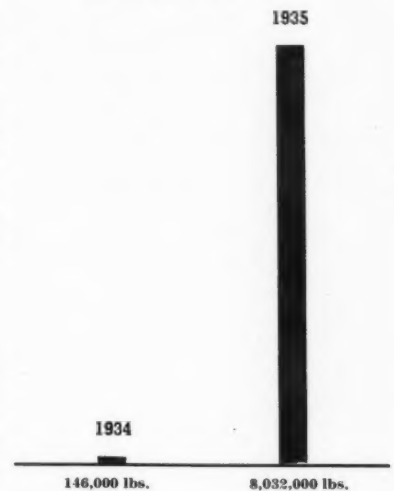
CANNED MEAT IMPORTS

(12 mos., Nov. 1 to Oct. 31.)

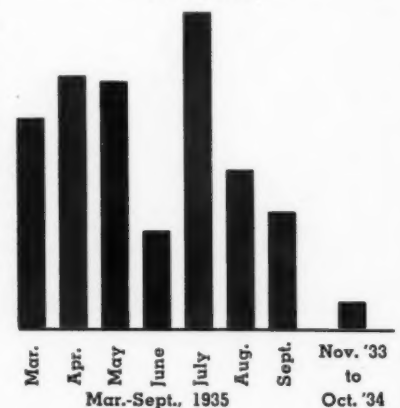


FRESH BEEF IMPORTS

(12 mos., Nov. 1 to Oct. 31.)



(7 mos. 1935 compared with year ending Oct. 31, 1934.)



bacon, was a new and disturbing factor in American meat trade. About 1,661,000 lbs. of this product was imported during June, July, August, September and October. This ham was reported to be of good quality and sold readily at prices below those which packers had to ask for American product.

During August and October of 1935 about 270,000 lbs. of cured pork was imported from Brazil.

Imports of pickled and salted pork more than doubled during the 12-month period ended October 31, totaling 1,012,000 lbs. compared with 493,000 lbs. in the preceding year. Brazil supplied

(Continued on page 28.)

Packers Spend to Save in 1935

Year's Record of Building Construction, Plant Modernization and
New Equipment Shows How Industry Looks Ahead

IMPORTANT factors operated in the meat packing industry to influence more than an average total capital expenditure in 1935 for new building construction, plant modernization and new equipment purchases.

The smaller than average number of hogs available for slaughter was one of these. With the supply of raw material for plant operations reduced, the exclusive hog slaughterer either was forced to cut costs by improving processing efficiency or to expand operations into cattle, calf and sheep slaughter. The larger general meat packing plants also increased cattle and sheep slaughter to take up the slack in volume caused by the reduced hog supply.

Enlarged departments, new buildings and additional equipment were needed to handle this expanded slaughter schedule.

Power Savings and Air Conditioning

Another factor was the constantly growing appreciation among meat packers of the folly of purchasing power for equipment operation when it can be made at a very small cost as a by-product of the processing steam demand.

A number of outstanding packing-house power plant modernization projects, involving large capital investments in buildings and equipment, were completed during the year, and others started and planned. There was also much power plant modernization among the smaller plants. Savings in all instances were important.

Air conditioning as a means of improving labor efficiency, bettering quality of products and reducing deterior-

ation of meats in storage was a third important factor influencing capital expenditures. This is definitely tied up with refrigeration methods and involves, among other things, equipment for accurately controlling temperatures and maintaining desired conditions of air movement and air distribution in chill rooms, coolers and processing and manufacturing departments.

Important developments in design of coolers and smokehouses, incorporating air conditioning principles, were made during the year.

Better Merchandising Methods

Interest increased in better merchandising methods, wrapping and packaging with greater eye appeal, advertising to create greater consumer demand for particular brands, new products to encourage greater consumer purchasing, more attractive delivery vehicles, better insulated trucks and the manufacture of allied foods, including butter and cheese. Equipment, methods and facilities to reduce costs, to better quality of products and to perform processing and manufacturing operations with greater efficiency found a ready market.

Conditions in the meat packing industry in 1936 give promise of great improvement—especially as the uncertainties caused by the AAA processing taxes are cleared up. The fact that meat is a perishable product, and that meat plants are set up to operate every working day at maximum capacity, necessitates maintaining building and equipment at high efficiency, and keeping in step with latest developments in order to skim off a reasonable profit from the small spread between cost and selling price.

Profits Through Savings

The story of plant improvement in 1935 is too long to tell here. Only some of the high lights can be sketched, to indicate the way in which packers carried out their ideas of making profits through savings.

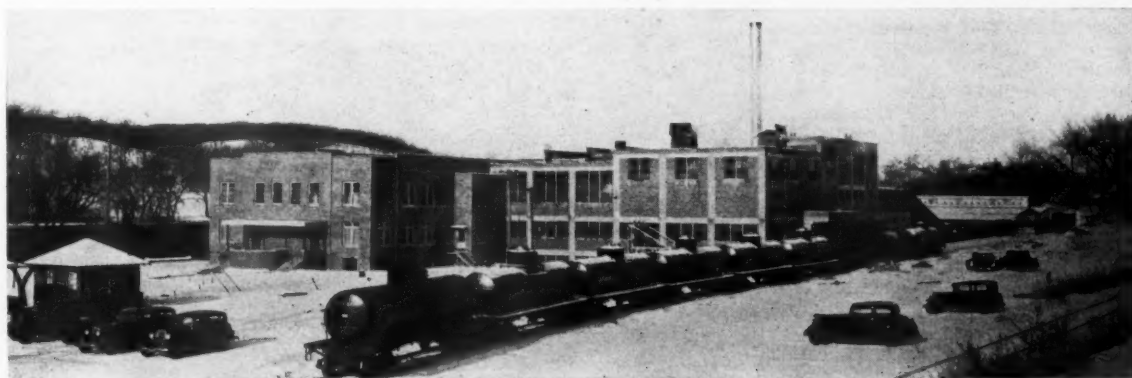
One of the largest construction jobs started during the year was new beef house addition to the Chicago plant of Armour and Company. This, it is said, will be the largest beef slaughtering, processing and by-products building in the country. The investment will total over one million dollars for building and equipment, no expense being spared for facilities and appliances to produce the highest quality of work and maintain high labor efficiency. The building will be placed in operation sometime during the late spring of 1936.

The canning building at this plant was also completely rebuilt and re-equipped with new machinery during the year.

New and Remodelled Plants

Ben H. Rosenthal Packing Co., Dallas, Tex., completed a new plant for slaughtering and processing of cattle, calves and sheep. This plant has handled 800 to 900 cattle weekly. Included among the departments are those for the manufacture of sausage and chili. Plans have been made for the construction by this company in 1936 of new coolers and a rendering department.

Lewis Packing Co., Omaha, Neb., purchased and completely remodeled a meat packing plant that has been idle for some time. Included in the work was a new modern cattle slaughtering floor, completely equipped for killing and handling by-products, and a refrigeration



ONE OF IOWA'S NEWEST AND FINEST EXPANDS.

Plant of the Tobin Packing Co., Fort Dodge, Ia., placed in operation late in 1934. Three story and basement addition, housing freezer and coolers, was added to the plant this year.

system and brine spray coolers. Quarters for the workers, a laundry and covered livestock pens were also constructed. This company has plans for a dry rendering department to be installed during 1936.

Supreme Packing Co., Chicago, Ill., expanded during 1935 by purchasing a plant at Elburn, Ill., and completely remodeling it for their specific requirements. The plant has a capacity of 100 to 150 head of cattle daily. The company also plans to slaughter calves and sheep at this point.

J. R. Beiersdorf & Bro., Chicago, made extensive improvements during

proof construction throughout and contains a number of equipment innovations, including a new design of air conditioned smokehouses. Descriptions of this plant and its equipment appeared in the June 8 and October 5, 1935, issues of THE NATIONAL PROVISIONER.

Another important plant from the standpoint of capital investment is that of the Kroger Grocery & Baking Co. at Cincinnati, O., placed in operation during the past summer. This plant is equipped to specialize in pork products, sausage and various manufactured meat specialties.

superimposed on the equipment in use to generate about 40 per cent of the plant's power requirements as a by-product of the processing steam demand. The set-up here is such that additional power generating equipment can be installed to bring the power department up to date and produce all of the plant's electrical needs.

In the Hunter plant an extraction type turbine with a capacity of 1,875 k.v.a., together with necessary auxiliaries, were installed to furnish all of the power required for equipment operation throughout the plant.

More Power Improvement

Pearl Packing Co., Madison, Ind., completed during the year a step-by-step power plant modernization plan that has been under way for 10 years. This plant is now equipped to generate all of its power at a substantial saving in steam and power costs.

Peet Packing Co., Chesaning, Mich., was another of the smaller packers who started power plant modernization in 1935. New boilers, an extraction type turbine and modern auxiliaries will put this company in a position to generate steam and power at a fraction of the former cost. New coolers and a new refrigerating system were included in the rehabilitation program.

Kingan & Co., Indianapolis, Ind., have retained a well-known firm of engineers to design a new power department. No announcement has been made as yet to the details of this plant. Presumably it will follow those found so successful in plants of similar size—high pressure boilers, extraction turbines and automatic control.

Krey Packing Co., St. Louis, Ill., started on a boiler room modernization expected to cost in the neighborhood of \$125,000. The work includes a new boiler room, a 175-ft. stack, coal and ash handling equipment and two 350 h.p. boilers constructed to carry a steam pressure of 400 lbs. This company generates power using high-speed engines as the power source.

Other Work Totals Large Sum

In addition to the projects referred to there were started or completed during 1935 many other meat plant construction and improvement projects. Some of these necessitated the expenditure of considerable sums; others were less important. In the aggregate, however, they represent a huge investment in buildings and equipment. Among these were:

Omaha Packing Co., Omaha, Neb., rehabilitation of refrigerating system and purchase of new refrigerating equipment.

Riverview Packing Co., Indianapolis, Ind. Plant addition and rehabilitation of refrigerating system; \$28,500.

E. F. Smith, Norwalk, Calif.—New meat packing plant.



WORLD'S LARGEST BEEF BUILDING.

This new Armour beefhouse is nearing completion in Chicago, and is expected to be placed in operation in late spring of 1936. It will cost, with equipment, approximately one million dollars. Capacity will be 20,000 head of cattle per week.

1935 to reduce the fire hazard and cut fire insurance costs. Frame structures and stairways were removed and replaced with fireproof materials. Additional space was provided for non-processing operations, including a cooper shop and washrooms for barrels and tierces.

Continuous Modernization Program

Superior Packing Co., St. Paul, Minn., completed a new tank house during the latter part of 1935 and equipped it with the latest machinery. The building containing the beef killing department is also being replaced with a three-story fireproof structure. Four beef beds will be provided in the new building, also equipment for calf slaughter. Over \$250,000 has been spent by this company during the past few years in modernizing this plant.

Storm Lake Packing Co., Storm Lake, Ia., completed its new plant. This covers a ground area of 45 by 90 ft., has a capacity of 60 hogs per hour and is equipped with two beef beds.

In the East an outstanding meat industry construction job was the plant of the Colonial Provision Co., Boston, Mass. This is six stories high, of fire-

Spend to Cut Steam and Power Costs

Activity in packinghouse power plant rehabilitation continued unabated during 1935, a large total capital expenditure having been made to reduce steam and power costs. A review of the principal activities in meat plant power department modernization since THE NATIONAL PROVISIONER started its campaign for lower power plant costs was published in the November 30, 1935, issue.

In some cases power department expenditures during 1935 were confined to auxiliary equipment to improve efficiencies, including stokers, boiler controls, coal handling equipment, etc. In other plants large investments were made in primary equipment, such as high-pressure boilers and generating equipment, to produce power as a by-product of the processing steam demand.

Two outstanding power plant modernization jobs were completed during the year in the plants of the Rath Packing Co., Waterloo, Ia., and the Hunter Packing Co., East St. Louis, Ill. In the former a high pressure boiler and an extraction type turbine were

ONE OF YEAR'S OUTSTANDING POWER MODERNIZATION JOBS.

Engine room in plant of Rath Packing Co., Waterloo, Ia. Turbine-generator has a capacity of 625 k.w., steam for operation of which is supplied by a new boiler built to carry 448 lbs. steam pressure. This power plant supplies about 40 per cent of the company's electrical requirements.

William Davies Co., Chicago, Ill.—Addition to sausage department, \$50,000 with equipment.

New Plants and Additions

Smith Packing Co., Nashville, Tenn.—New packing plant; \$40,000.

Lakeview Meat Co., Lakeview, Ore.—New curing department and freezer.

Stratford Provision Co., Stratford, Conn.—New sausage factory.

N. Auth Provision Co., Washington, D. C.—Improvements to power department.

Sterling Packing & Provision Co., Sterling, Colo.—New cold storage plant.

Activity in the West

Childress Packing Co., Childress, Tex.—New packing plant.

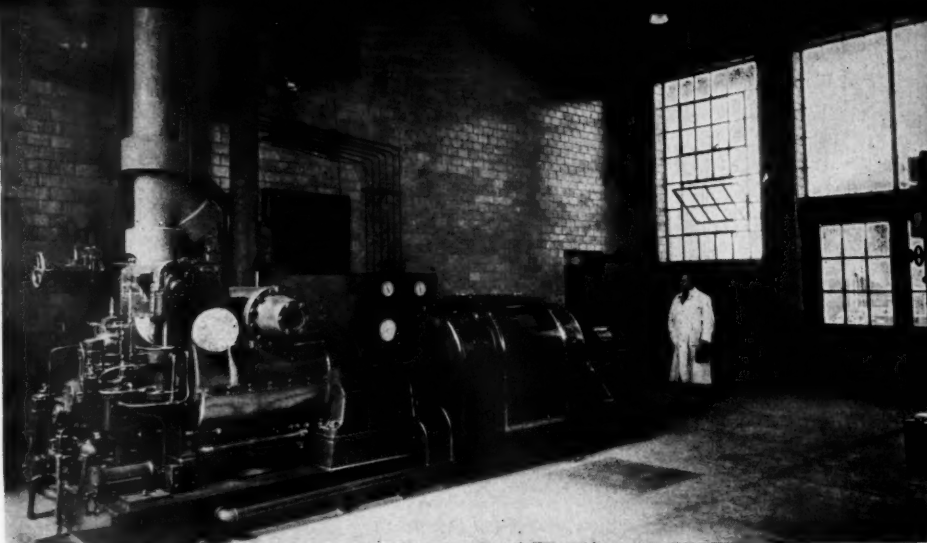
H. H. Keim Co., Nampa, Ida.—Smoked meats and curing departments rebuilt and re-equipped.

Golden West Meat Co., Emeryville, Calif.—Packing plant costing \$200,000; capacity 60 cattle, 100 hogs and 500 lambs daily.

P. G. Gwaltney, jr., Smithville, Va.—Hog slaughtering plant with a capacity of 500 head per day.

S. Strunz & Son, Inc., Pittsburgh, Pa.—New addition to plant.

Monroe Packing Co., Gary, Ind.—New refrigerating equipment.



E. B. Hostoffer, Mt. Pleasant, Pa.—Loading dock and beef cooler.

B. T. Lundy, Berwick, Pa.—New beef killing department.

Jacob Forst Packing Co., Kingston, N. Y.—New brine-making equipment.

Sausage and Rendering

George Newman, Pittsfield, Mass.—Remodeled building and installed equipment for manufacturing sausage.

Ciralsky Packing Co., Toledo, O.—New rendering equipment.

Schmidt Packing Co., Toledo, O.—Beef and hog cooler addition to plant.

Braun Bros. Packing Co., Troy, O.—New office building.

Finley Packing Co., Connellsville, O.—New beef cooler and additions to sausage department, office and garage; new equipment.

G. M. Taylor, Zanesville, O.—Reconstructed plant.

Hughes Provision Co., Cleveland, O.—New shipping dock and cooler.

Fromson & Davis Co.—Cattle and small stock slaughtering plant.

Bernard S. Pincus, Philadelphia, Pa.—New sausage factory and provision plant.

Rosevale Packing Co., Dewitt, Mich.—New addition to house sausage department.

Feldman Bros., Elizabeth, N. J.—Packing plant; \$80,000.

M. Machlin, Fresno, Calif.—Slaughtering plant with capacity of 1,000 hogs daily.

Armour and Company, Chicago, Ill.—Produce plant in Chickasha, Okla.; capacity 13,000,000 lbs. milk and 3,000,000 lbs. dried eggs yearly.

More Packers Modernize

Louisville Provision Co., Louisville, Ky.—New sausage cooler.

Aro Provision Co., Philadelphia, Pa.—Modern provision plant.

Oscar Mayer & Co., Madison, Wis.—New car icing and car loading docks.

Western Meat Co., Little Rock, Ark.—New sausage plant, \$30,000.

Bryne Bros. & Co., Milwaukee, Wis.—Abattoir improvements.

Willibald Schaefer, St. Louis, Mo.—New rendering plant.

Empire Packing Co., Chicago, Ill.—Addition 2½ stories high costing \$28,000.

Plankinton Packing Co., Milwaukee, Wis.—Building alterations costing \$12,000.

Additions for Expansion

Pittsburgh Packing & Provision Co., Pittsburgh, Pa.—Plans for 5-story steel and concrete addition.

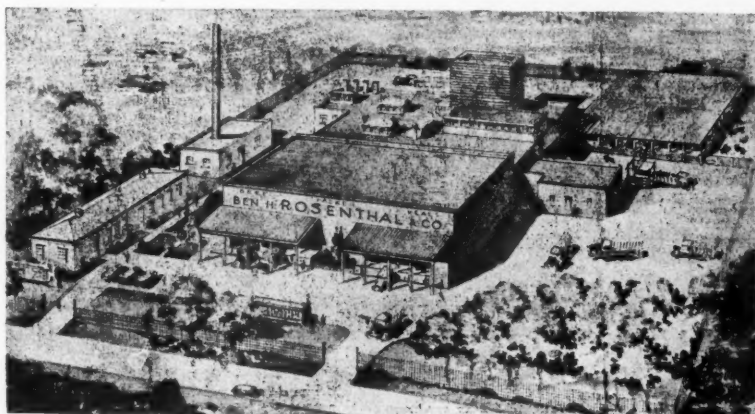
John Morrell & Co., Ottumwa, Ia.—Installed new high pressure boilers at the Ottumwa plant as part of a steam and power improvement program.

Tobin Packing Co., Fort Dodge, Ia.—Constructed new building to house hog cooler, freezer and curing department. The structure contains three stories and a basement and measures 67 by 67 ft.

New Buildings and Equipment

Elliott & Co., Duluth, Minn.—Added three-story building to house sausage department and smokehouses.

Wm. Schluderberg-T. J. Kurdle Co., Baltimore, Md.—Increased number of plant buildings with a three-story and basement employees' service building 80 by 90 ft. In this are located dress-



NEW PLANT IN THE SOUTHWEST.

Home of the Ben H. Rosenthal Company, Dallas, Tex., completed and placed in operation during 1935. Cattle, calves and sheep are slaughtered. Further additions, including a rendering department, are contemplated.

ing rooms, toilets, superintendent's office, laboratory and employment office.

Dubuque Packing Co., Dubuque, Ia.—Increased capacity by construction of new building for slaughtering cattle, hogs and sheep. The structure is two stories high, 100 by 100 ft.

Extensive Plant Additions

Geo. A. Hormel & Co., Austin, Minn.—Completed modernization of pork cutting department during the year at a cost of \$200,000.

Oscar Mayer & Co., Madison, Wis.—Made improvements in plant costing in the neighborhood of \$150,000, including cooler and freezer building.

Rath Packing Co., Waterloo, Ia.—In addition to modernizing power plant, completed an addition to the beef building. Addition and equipment represent an investment of \$150,000.

Neuhoff Bros., Dallas, Tex.—Completely remodeled plant and constructed new killing building for cattle, hogs and sheep and a new cooler.

Neuhoff, Inc., Roanoke, Va.—Took advantage of favorable cost conditions to construct new plant with capacity 100 cattle and 150 hogs daily. Equipment installed to manufacture sausage and do edible and inedible rendering. Power produced as a by-product of processing steam demand. Plant is operating under B.A.I. inspection.

Kreinberg & Krasny, Inc., Cleveland, O.—Constructed two-story, 50 by 160 ft. building to house beef and sheep killing and coolers.

Atlanta Butchers' Abattoir, Inc., Atlanta, Ga.—New plant with a capacity of 150 cattle and 100 calves per day, including boiler and engine room and equipment for smoking.

More New Plants and Additions

Insel & Insel, Inc., Newark, N. J.—New cooler building to cost \$25,000.

R. Levine, Philadelphia, Pa.—Abattoir and cold storage building.

Iowa Packing Co., Des Moines, Ia.—Hide storage building, one story, 75 ft. by 105 ft.

Armour and Company.—Improvements and additions to Chattanooga, Tenn., plant to expand production of shortening; \$250,000.

Lincoln Farm Products Corp., Newark, N. J.—Alterations to rendering plant.

Greenwald, Inc., Baltimore, Md.—Concrete addition, one story, 35 ft. by 44 ft.

Schwahn & Sons, Eau Claire, Wis.—New sausage department.

Blue Boy Produce Co., Chippewa Falls, Wis.—New meat packing plant; \$30,000.

Meyer Kornblum Co., Kansas City, Mo.—Plant addition.

Armour and Company—Addition to Indianapolis plant costing \$45,000.

Decatur Ice Co., Decatur, Ala.—Modern abattoir and meat packing plant.



PIONEERED IN AIR CONDITIONED SMOKEHOUSES.

Plant of Colonial Provision Co., Boston, Mass., largest meat plant modernization job in East in 1935. Many innovations in equipment are installed in this building, including completely air conditioned and controlled smoking rooms.

Packers Keep on Growing

Armour and Company.—Additions and alterations to Mason City plant; \$28,000.

Cudahy Packing Co.—Addition to Sioux City, Ia., plant; \$50,000.

G. H. Hammond & Co., Chicago, Ill.—Building remodeling.

C. B. Mace, Dixon, Calif.—Abattoir addition; \$35,000.

Wilson & Co.—New cooler and fertilizer buildings at Albert Lea, Minn.

Sandusky Packing Co., Sandusky, O.—Beef cooler and loading dock.

Dugdale Provision Co., St. Joseph, Mo.—Addition to cooler building; one story and basement.

Armour and Company.—Alterations to Memphis plant; \$28,000. Addition to San Francisco plant; \$40,000.

Remodel for Economy

Cudahy Packing Co.—Remodeled Kansas City plant.

Swift & Company, Chicago, Ill.—Alterations to St. Joseph, Mo., plant; \$75,000.

Armour and Company, Chicago, Ill.—Building addition to St. Joseph, Mo., plant; \$100,000.

Springfield Packing Co., Springfield, Mo.—Building remodeling.

Kaufman Packing Co., Baltimore, Md.—Brick addition; two stories; 20 ft. by 38 ft.

Colfax Packing Co., Pawtucket, R. I.—Plant addition; \$40,000.

Grand Valley Packing Co., Ionia, Mich.—Addition for inedible rendering department.

More Rendering Improvements

Cole Rendering Works, Waterloo, Ia.—Plant addition; two stories and basement; brick, steel and reinforced concrete construction; 42 ft. by 82 ft.; \$25,000.

Hauser Packing Co., Los Angeles, Calif.—Plant alterations.

Chester & Muchardt, North Bergen, N. J.—New beef killing department; \$10,000.

Wilson & Co., Chicago, Ill.—Plant additions, including loading docks and livestock ramp; \$250,000.

Roberts & Oake, Marshalltown, Ia.—Plant improvements; \$75,000.

J. T. McMillan & Co., St. Paul, Minn.—Plant additions and alterations.

Luer Packing Co., Los Angeles, Calif.—Plant additions; \$35,000.

Karl Seiler & Sons, Philadelphia, Pa.—General alterations to plant.

Refrigeration Modernization

Independent Packing Co., Chicago, Ill.—Alterations to cooler building, including new insulation.

Cudahy Packing Co., Omaha, Neb.—New refinery building and remodeling; \$160,000.

Pipkin-Boyd-Neal Packing Co., Joplin, Mo.—Addition for sausage and edible rendering departments.

Herbst-Moch Co., Newark, N. J.—Inedible rendering building; \$30,000.

Standard Sausage Co., Minneapolis, Minn.—One-story addition to plant.

Granite State Abattoir, Manchester, N. H.—New meat packing plant.

Consolidated Beef & Provision Co., Baltimore, Md.—Two new buildings and alteration to older ones. New buildings three and four stories high, 40 ft. by 53 ft. and 15 ft. by 80 ft.

National City Packing Co., National City, Calif.—New buildings and rehabilitation of old ones; \$30,000.

Acme Packing & Provision Co., Seattle, Wash.—Plant additions; \$60,000.

No attempt has been made in this compilation of new construction, rehabilitation and modernization jobs in the meat industry in 1935 to give a complete list. To do this would require several times the amount of space available in one issue of THE NATIONAL PROVISIONER.

PACKING PLANT VOLUME

Some idea of the enormous production and consumption of packinghouse products, produce and certain by-products in Chicago is indicated by the following table of receipts and shipments for 1935, compiled by the Chicago Board of Trade:

	Received. lbs.	Shipped. lbs.
Cured meats and other packinghouse products	256,250,000	836,737,000
Fresh meats, all kinds	1,590,123,000	2,089,087,000
Lard	60,532,000	146,314,000
Lard compound	7,634,000	6,985,000
Cheese	129,795,000	65,469,000
Butter	414,302,000	284,757,000
Eggs (cases)	6,404,248	4,491,680
Cottonseed oil	165,647,000	43,367,000
Hides	247,834,000	294,372,000
Wool	76,196,000	110,575,000

GOVERNMENT VIEWPOINT

From the government's standpoint improvement in general business conditions are listed by Secretary of Commerce Daniel A. Roper as improvement in agriculture; some revival in the durable goods industries; improvement in consumer purchasing power based on increased employment; more equitable price relationships; improved industrial earnings; increase in the value of foreign trade; gradual re-opening of the domestic capital markets to the flow of private funds, and others.

"Among the more spectacular increases in retail sales in 1935 were the increase of about 20 per cent in sales of general merchandise in rural areas and an estimated increase of 40 per cent in dollar expenditures for new passenger automobiles," the secretary said.

When you need good, experienced men, try the "Classified" pages of THE NATIONAL PROVISIONER.

Livestock Markets in 1935

THE greatest advances in the history of the livestock industry were made in many classes of livestock during 1935, says the Chicago Daily Drovers' Journal.

Beef steers for the year averaged \$3.60 higher than in 1934. This is the sharpest rise known in the steer price. The hog average rose \$4.50 over 1934, the sharpest rise, barring the 1917 war year, on record.

Market for steers closed \$3.00 to \$3.50 above the final quotations in 1934, while the hog market showed gains of \$2.00 to \$2.50 and lambs showed a rise of \$2.25 to \$2.75.

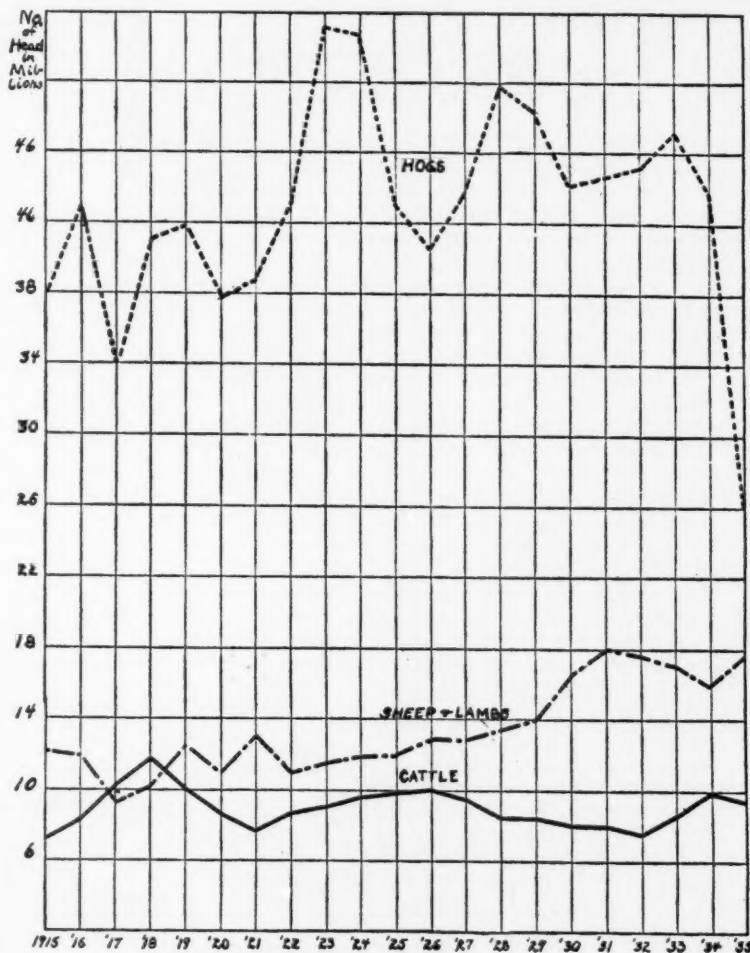
Full 25,000-lb. carloads of live stock exceeded \$2,500 at the close of the year, as compared with a depression low of \$1,000 in 1932.

Steers returned an average of \$2,500 per carload near the end of the year. Hogs sold at an average of slightly over \$2,400, not including the \$560 per car processing tax. Lambs averaged \$2,685 per car late in 1935.

Volume of hog slaughter dropped to the lowest on record for the country as a whole, but cattle and sheep approached the all-time records.

A total of 91,700,000 cattle, calves, hogs and sheep was killed in this country in 1935, including farm slaughter, the lowest total since the war. A year ago the all-time record of 121,865,000 was established, including drought slaughters.

Farm income from livestock was 56 per cent above the 1932 depression year, while farm returns from other sources showed a rise of 39 per cent.



SLAUGHTER TRENDS FOR TWENTY YEARS.

(Chicago Daily Drovers' Journal.)

This chart shows trend of federally-inspected slaughter in U. S. packing plants for the past 20 years. It reveals that the drop in hog slaughters in 1935 set a new record in fluctuations. Sheep slaughter trends of the past 10 years also are striking. Chart does not include drought slaughter of cattle and sheep or emergency pig slaughter.



Your Guide TO PROFIT

Let Adelmann show you the way to boiled ham profits and guide you to maximum returns from the boiled ham season!

The exclusive features of Adelmann Ham Boilers assure the production of boiled hams that really *sell*! Hams cook in their own juice because the snug fitting *self-sealing* cover limits escape. Quality and flavor are greatly improved, shrink is definitely reduced.

The resiliency of Adelmann *elliptical yielding springs* permits ham to expand while cooking, yet constant, firm pressure is maintained over entire cover area. No cover tilting with Adelmann Ham Boilers!

Adelmann Ham Boilers are made of Cast Aluminum, Tinned Steel, Nirosa (stainless) Steel and Monel Metal, in a complete range of sizes and shapes. All are equally efficient, economical and profitable to use!

Our free booklet "The Modern Method" gives many helpful ham boiling hints, describes the complete Adelmann line, lists liberal trade-in schedules. Write for copy.

Purchases of Adelmann Ham Boilers or equipment may be financed in amounts up to \$2000 for periods as long as three years, thru our bank, under the Modernization Credit Plan of the Federal Housing Administration. Ask for details today!



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European Representatives: R. W. Bollans & Co., 6 Stanley St., Liverpool & 12 Bow Lane, London—Australian and New Zealand Representatives: Gollin & Co., Pty. Ltd., Offices in Principal Cities—Canadian Representative: C. A. Pemberton & Co., Ltd., 189 Church St., Toronto.

MERKEL INC.
QUALITY PURE MEAT FOODS

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December 13th, 1935

Sanders Manufacturing Co.
238 South 20th Street
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Gentlemen:-

We feel you may be interested in knowing that the Grinder you installed in our establishment three weeks ago has been in constant operation since that time, and has been giving splendid results.

This Grinder has fulfilled our expectations, and we are very much satisfied.

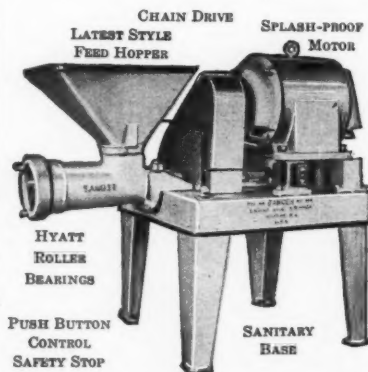
Sincerely yours,
MERKEL INC.
A. G. Maurer
A. G. Maurer

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SANDER GRINDER "GIVES SPLENDID RESULTS"

... and "fulfills our expectations," writes Merkel, Inc. This and scores of other endorsements attest to the outstanding design and operating features of the Sander Grinder. There are many reasons why satisfied users prefer the Sander, for example:

- Double cutting, with two knives and two plates.
- Quickly diverted to single cutter with one knife and one plate.
- Reduces meat to any desired size, without heating or mashing.
- Capacity of 9,000 lbs. bull meat an hour—12,000 lbs. pork—in one operation.
- Minimum temperature effect.
- Safety switch, operated from both sides, assuring instantaneous control.
- New square safety hopper with automatic gravity feeding; no hands, plungers or jamming forks needed.



Other operating and economy features are described and illustrated in our catalog. We'll gladly mail it on request.

SANDER MFG. CO.

238-240 S. 20th St.
NEWARK, N. J.

Established 1875

Practical Points for the Trade



Cracklings in Sausage

A packer making kettle-rendered lard wants to use the cracklings in sausage. He writes:

Editor THE NATIONAL PROVISIONER:

Is it possible to use edible cracklings from kettle-rendered lard in sausage? If so, how are they handled? Can they be used in all types of sausage?

Edible cracklings are suitable for use in sausage if they have been carefully prepared. They must be free of bone and fat from which they are made must be trimmed of skin before rendering. If skin is left on fat the resulting cracklings are likely to be a gluey mass with an offal taste and dark in color. Skin-free fat is very white when processed. Lean meat in fat for rendering also tends to produce cracklings with a dark color.

If cracklings are not prepared for use in sausage immediately after coming from the press they should be broken up and spread out to cool. This will prevent their becoming rancid and preserve their sweet meat-like flavor.

Cracklings are prepared for sausage use by throwing them into boiling water. Thirty-seven gallons of water is used for every 80 lbs. of broken-up cracklings. Cracklings are cooked in water for about 2½ hours and are stirred occasionally. They should then be dumped in mixer and agitated for about 40 minutes to get steam out of them.

After agitation they are dumped in a box truck and about 200 lbs. of ice in chunks is distributed throughout the mass. Cracklings are pressed down in truck in same manner as bull meat. They are then put in the cooler for future use.

Cracklings handled in this manner will not ferment and should keep for about two weeks in a clean, cool place. Rapid cooling process is essential as cracklings handled in this manner will sour in 3 or 4 hours and sometimes less if not chilled quickly and held in a cool place.

To insure complete chilling the cracklings should not be used until the day following their processing. After standing over night in a cool place this crackling dough has appearance of cheese. It must be ground up in the same manner as meat before putting it in chopper.

Cracklings are added to sausage when the beef is about half chopped. There will be no tough particles in cracklings as they are all broken down in cooking process.

It is customary to add only 5 lbs. of the crackling dough per cwt. of sausage in making higher-priced products. As

much as 20 lbs. per cwt. may be used in making less-expensive types. More seasoning is needed if a large amount of cracklings is used since dough absorbs a great deal of water and some of the seasoning will be lost.

FROTH ON COOK-WATER

Does froth on sausage cook-water have any effect on finished product? A Midwestern packer says:

Editor THE NATIONAL PROVISIONER:

Our water supply seems to contain a rather large amount of lime. When we cook sausage a white froth comes to top of cooking tank. Will this have any effect on finished product?

Froth on cook-water is not always due to excessive lime in water. For example, in Chicago where lake water is quite soft, a froth usually appears on boiling water. Only sure way to determine cause of this is to make a mineral residue test of the water.

However, such froth is not uncommon in many sausage plants. Sausage makers generally skim it off and have found no evidence of any effect on finished product. Unless this packer has reason to believe his product is being damaged by the water, it is suggested he follow a practice such as that described here.

Handling Hog Casings

Do you know how to handle hog casings? It means PROFIT to you if you do and LOSS to you if you don't.

Complete directions for handling hog casings, all the way from the killing floor to the storage room, have been prepared by THE NATIONAL PROVISIONER. They include both the old method by fermentation and the new fresh-cleaning method.

These may be had by sending in the attached coupon, with 25c in stamps.

THE NATIONAL PROVISIONER,
Old Colony Bldg., Chicago, Ill.

Please send me directions for handling hog casings.

Name.....

Street.....

City.....

Enclosed find 25c in stamps.

Hungarian Goulash

Consumers like substantial foods such as stews and goulash during the winter time. Hungarian goulash is an attractive product of this kind which the packer can make and sell. An Eastern packer, considering manufacture of goulash, asks:

Editor THE NATIONAL PROVISIONER:

Can you tell us how to prepare and package a concentrated Hungarian goulash? We believe this item would make an attractive addition to our line of products.

Hungarian goulash is easy to prepare and universally popular. It is made according to following directions:

Large veal or young beef of good quality should be used in goulash. Beef should be about 20 per cent fat, and if deficient, enough fat trimmings should be added to bring it up to this percentage. This product is a good one for using up fat beef trimmings.

One hundred lbs. of beef is ground through 1-in. plate and then cooked with 2¼ lbs. of salt and 6 lbs. of chopped onions. Product should be stirred with a paddle while cooking to prevent sticking.

When meat and onions are about half-cooked add:

- 3 oz. ground caraway
- ½ teaspoon cayenne pepper
- 5 oz. ground celery
- 3 oz. coriander

Cook the mass until meat is well done. Then stir in 5 lbs. of wheat flour. Flour should be sifted and worked into grease on top of mixture with a wire whip until all lumps have dissolved in grease. This prevents lumps in finished product. Then add:

- 2 qts. of tomato catsup
- 3 qts. tomato puree

Mix all ingredients together. If desired, 30 per cent of cooked spaghetti may be added. If spaghetti is added it should be cooked about seven-eighths done. Do not use hollow spaghetti. Add lots of salt to spaghetti while it is cooking as most of it will be washed out when spaghetti is drenched with cold water and drained thoroughly before mixing with other ingredients.

Product is then cooled down to 115 to 120 degs. Fahr., placed in the stuffer which has been rinsed out with hot water, and stuffed in cellulose containers. It is then dropped in ice water to harden for hanging in sausage cooler.

In selling it can be pointed out that this concentrated goulash needs no re-cooking. It is merely dissolved in boiling water, using about 1½ cups to the pound. It may be served in a great many ways—with noodles, dumplings, spaghetti, green peas, potatoes, etc.



Refrigeration for Perfect Temperature and Humidity Control

Frick Refrigeration insures that firm, yet juicy, tender appearance which appeals to housewives and chefs—now when buyers choose most carefully because of high retail prices.

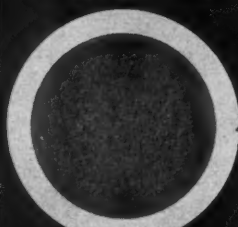
You, too, can present a product with that "Fresh Killed" color, so important to the meat packing industry.

Frick Refrigeration whether applied direct or for air conditioning, will aid you in solving your problem.

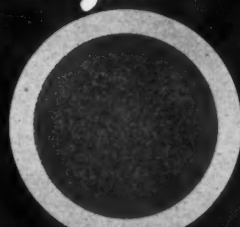
Let us show you the nearest Frick-equipped meat packing house before you buy. Write, wire or phone NOW!



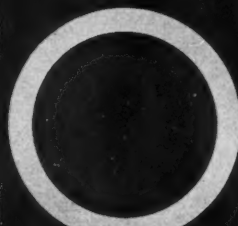
Chemists know
brands of salt differ
and so do you!



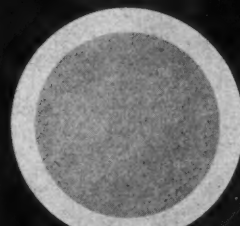
BRAND "A"



BRAND "B"



BRAND "C"



WORCESTER

What filter tests of four brands reveal No two salts are alike—in purity, in dryness, in color, in screen analysis, in character of cube or flake, in solubility or in cleanliness, as any chemist will tell you. For example, take *cleanliness*:

How tests were made Bags or barrels of four well-known brands of salt were purchased in the open market, including Worcester Salt itself. In each case a sample (one pound of each brand) was dissolved in distilled water and the resulting solution run through a filter paper disc. The results are shown in the photographs above, indicating the amount of insoluble dirt or extraneous matter recovered. It proves conclusively that Worcester Salt is the cleanest salt you can buy.

See for yourself You can make these same filter tests in your own plant or laboratory. We urge you to do so. It is almost needless to say that cleanliness in the salt you use has a distinct bearing on the quality of your own product.

*Worcester Salt Company, America's Oldest Refiners
of Pure Salt. 40 Worth Street, New York City*

Worcester Salt





REFRIGERATION and Air Conditioning



Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

CONDENSING UNIT STANDARDS

After many months of extensive work the joint committee of representatives of the American Society of Refrigerating Engineers, the Refrigerating Machinery Association and the refrigeration division of the National-Electrical Manufacturers' Association has formulated proposed standards for testing mechanical condensing units. These proposed standards were discussed in meetings of the Refrigeration Machinery Association and the refrigeration division of the National Electrical Manufacturers' Association and received unanimous approval.

This action is considered to be an outstanding forward step in the progress of the refrigerating machinery industry, and one which should prove of lasting and significant benefit to the manufacturers and users of refrigerating machinery. While these standards are in approximately final form, there may be one or two further revisions of a minor character.

It is interesting to note, in connection with these standards, that four methods of testing and rating mechanical condensing units are proposed as optional. This makes these approved methods of rating and testing peculiarly adaptable and adds to the comprehensiveness of the fine work produced on behalf of the refrigerating machinery industry by the joint committee. The members of the joint committee were:

American Society of Refrigerating Engineers.—Glenn Muffly, F. R. Zumbro, W. R. Woolrich.

Refrigerating Machinery Association.—L. S. Morse, York Ice Machinery Corp.; A. H. Baer, Carbondale Machine Corp.; W. H. Carrier, Carrier Engineering Corp.

Refrigeration Division, National Electrical Manufacturers' Association.—H. M. Williams, Frigidaire Corp.; L. A. Philipp, Kelvinator Corp.; Chester Lichtenberg, General Electric Co.

REFRIGERATION NOTES

Cold storage warehouse of Duckwell Brothers, Inc., Hood, Ore., has been completed.

West Coast Ice Co., Clearwater, Fla., has secured permit for construction of

\$6,000 cold storage warehouse as addition to its plant.

Everett Hall, Mt. Vernon, Wash., plans erection of \$15,000 cold storage warehouse.

Lexington Ice & Cold Storage Co., W. C. Reynolds, proprietor, Lexington, Neb., plans addition of 90 cold storage lockers to 90 already installed.

W. F. Lott, County Agent, Durant, Okla., is interested in P. W. A. project for erection of \$25,000 cold storage plant.

County, Mason City, Ia., will erect cold storage plant at county farm. R. Harris is auditor.

San Diego Ice & Cold Storage plant, San Diego, Calif., plans alterations of its plant, 825 Imperial st.

Hartwell Ice Co., Hartwell, Ga., is adding meat curing plant, 75,000 to 90,000 lbs. capacity.

American Z Corporation, which controls the Zarotschenzeff patents on the

"Z" process of quick freezing, has removed its headquarters from Rochester, N. Y., to 11 Park Place, New York City. M. T. Zarotschenzeff continues as head of the company.

FINANCIAL NOTES

Quarterly dividend of 12½ cents has been declared on stock of the Cleveland Union Stock Yards, Cleveland, O.

Plan for reorganization of Adolf Gobel, Inc., has been filed in federal court at Brooklyn by officials of the company. Hearings on the plan will be held soon.

FLORIDA CHAIN TAX LAW

Following a decision by the Florida Supreme Court, upholding the state's chain store tax law in part, the court issued a further statement in which it declared the legislature could not use its taxing power to destroy useful and lawful business for benefit of some other group of citizens. The court held, however, that the legislature could strike a balance between competitive opportunities of business groups, taxing one heavier than the other, according to privileges enjoyed.

PACKER AND FOOD STOCKS

Price ranges of listed stocks, Dec. 31, 1935, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended	Dec. 31.	Dec. 31.	Dec. 31.
Amal. Leather.	1,300	3½	3½	3½
Do. Pfd.	...	...	...	4
Amer. H. & L.	9,600	6½	6½	6½
Do. Pfd.	1,600	39	38½	38½
Amer. Stores	2,100	33	33	33½
Armour Ill.	24,400	5	4½	5
Do. Pr. Pfd.	1,300	65½	64½	65½
Do. Del. Pfd.	200	108½	108	107½
Beechnut Pack.	800	88½	89	87½
Bohach, H. C.	100	6	6	6
Do. Pfd.	30	43½	43	43
Chick. Co. Oil.	700	29½	29	29
Childs Co.	3,500	7½	7½	7½
Cudahy Pack.	8,800	41	40½	40½
First Nat. Strs.	4,700	47½	46½	45½
Gen. Foods	13,800	34	33½	34
Gobel Co.	12,700	4	3½	4
Gr. A. & P. 1st Pfd.	90	128	126	128
Do. New	110	127	127	127
Hormel, G. A.	100	17½	17½	18½
Hygrade Food.	500	2½	2½	2½
Kroger G. & B.	10,800	26½	26½	26½
Libby McNeill.	7,900	10	9½	9½
Mickelberry Co.	...	...	...	1½
M. & H. Pfd.	200	2½	2½	2½
Morrell & Co.	1,700	48½	48½	48½
Nat. Leather	250	1½	1½	1½
Nat. Tea	2,900	9½	9½	9½
Proc. & Gamb.	5,800	45½	45½	45½
Do. Pr. Pfd.	110	120	119	120
Rath Pack.	200	22½	22½	18
Safeway Strs.	10,800	33½	33½	32½
Do. 6½ Pfd.	170	108½	108	108½
Do. 7½ Pfd.	60	111	111	111½
Stahl Meyer	...	...	...	1½
Swift & Co.	24,050	22½	22½	22
Do. Intl.	3,500	33½	33	32½
Trunz Pork	...	...	...	6½
U. S. Leather.	1,000	8½	8½	8½
Do. A.	2,600	14	14	13½
Do. Pr. Pfd.	300	71½	71½	70
Wesson Oil	3,400	46	45½	44
Do. Pfd.	300	82½	80½	82
Wilson & Co.	10,800	8½	8½	8½
Do. Pfd.	1,800	78	77½	77½

*Or last previous date.

AIR CONDITIONING

- What it is
- Why it is needed
- Where it should be used

in the MEAT PLANT

A clear statement by a recognized authority about this newest development for saving and improving product in the packing and sausage plant.

Describes methods and gives temperatures and humidities for each department of the plant.

Fill out and return the coupon if you want a copy.

THE NATIONAL PROVISIONER
407 So. Dearborn St., Chicago, Ill.

Please send me copy of "AIR CONDITIONING IN THE MEAT PLANT."

Name.....
Company.....
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Enclosed find 50c in stamps.

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Will Help Your Business

KILL THE MOLD WITH

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SPRAY GUN

"Erado" Powder is our answer to your call for clean Factories and clean Food Shops.

THE GRIFFITH LABORATORIES

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Canadian Office and Factory: 1 Industrial Street, Leaside, Toronto



Heekin Cans

ATTRACTIVE, colorful lithographed cans certainly create an impression of quality. Today, neither the dealer nor the consumer wants merchandise of any kind that is not packed in an attractive container. For years Heekin has served packers with lithographed cans for every requirement. Today Heekin personal service is ready to assist you in making your present can more beautiful . . . more attractive for the purchaser. Write for information.

The Heekin Can Co.
Cincinnati, Ohio

ATTENTION

*Small Packers and Branch House Men
to Erado Powder*

We call your attention to the great losses in your departments. Molds, yeasts and souring bacteria grow everywhere. You can and must destroy or control them. We can help you, but you must help yourselves.

The Dairy Plant lost their milk until they learned to sterilize their vessels, machinery, cans and trucks. You can learn to do the same. It is just as important to you.

ERADO is a powder. You make your own ERADO solution. Take a barrel of 50 gallons of water, add *one pound* of ERADO powder, stir, fill, and use our spray pump. Wash, Scrub, Spray—floors, trucks, stuffer, table, knives, plates, stuffer horns and your workmen's hands. Keep your place Sterile. Ask for our booklet on Sterilization in meat plants.

for Packers

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THE BANK AT THE YARDS

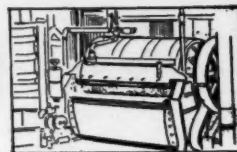
FOR
*Quicker collection
of Chicago items*
USE

The
LIVE STOCK
NATIONAL
BANK *of Chicago*

LARD	4.50-5.00
BELLIES	1.00-1.25
HAMS	2.00-2.50
LOINS	1.50-2.00
BUTTS	1.00-1.50

Provisions and Lard

Weekly Market Review



Trade Fairly Active—Market Lower —Hog Run Fair—Cash Trade Satisfactory—Hogs Weaker— Pork Loins Higher.

Market for hog products continued to display a heavy undertone the past week in a fairly active trade. Lard dropped 33 to 40 points, the result of scattered liquidation, some hedge selling, limited support and professional pressure encouraged by a fair hog run and a lower hog market.

Washington comments of a marked increase in pig production this fall and prospects for increased production next spring unsettled confidence on the part of the speculator. That hogs now being slaughtered are heavier than those of a year ago also was considered.

Cash meat trade appeared to be better, probably the result of colder weather over the country. Fresh pork loins at Chicago moved up to 19½¢ @ 22½¢ wholesale at Chicago, but the better tone in meats was offset somewhat by a moderate routine cash trade in lard and prospects that Chicago lard stocks would register a moderate gain during December. However, stocks will be small, compared with a year ago.

Hog Receipts Increase

Heavy weight hogs were the weakest this week. Average price at Chicago at mid-week was 9.30¢, compared with 9.90¢ a week ago, 6.90¢ a year ago, 3.30¢ two years ago and 2.80¢ three years ago.

Receipts of hogs at Western packing points last week were 253,000 head, against 228,000 the previous week and 288,000 head a year ago. Receipts since November 1 have totaled 2,607,000

head, compared with 4,499,000, the same time in 1934.

Official lard exports for week ended December 14, 845,000 lbs., against 2,918,000 lbs. last year. Exports from January 1 to December 14 have been some 89,494,000 lbs., against 423,504,000 lbs. the same time last year. Exports of hams and shoulders for the week were 1,057,000 lbs., against 227,000 lbs. last year; bacon, 235,000 lbs., against 474,000 lbs.; pickled pork, 10,000 lbs. against 81,000 lbs.

The close of the calendar year finds hogs and hog products in a somewhat different position from a year ago. At this time last year, hog numbers were decreasing, as were also stocks of product. Today stocks are increasing moderately with an increase in hog numbers in sight.

PORK—Demand was fair at New York, but market was easier. Mess was quoted at \$36.37½ per barrel; family, \$36.37½ per barrel; fat backs, \$29.37½ @ 37.37½ per barrel.

LARD—Demand was fair at New York and market easier. Prime western was quoted at 11.05@11.15¢; middle western, 11.05@11.15¢; New York City tierces, 10½¢; tubs, 12¢; refined Continent, 12½¢; South American, 12½¢; Brazil kegs, 12½¢; compound, car lots, 12½¢; smaller lots, 12½¢.

At Chicago, regular lard in round lots was quoted at 10¢ over January; loose lard, 42½¢ over January; leaf lard, at 55¢ over January.

(See page 32 for later markets.)

BEEF—Demand was fair at New York and market was firm. Mess was nominal; packer, nominal; family, \$22.00@23.00 per barrel; extra India mess, nominal.

PROCESSING TAX SITUATION

With a Supreme Court decision on the AAA possible as early as January 6, administration officials have been considering alternative plans to meet an adverse ruling.

Chairman Marvin Jones of the house agricultural committee announced this week that his committee will be ready to draft substitute legislation to continue a broad federal farm program. "If any part of the AAA is held illegal," Jones said, "new provisions will be fashioned. The last Congress broadened and rewrote the original act, so that any one of a number of methods may be used."

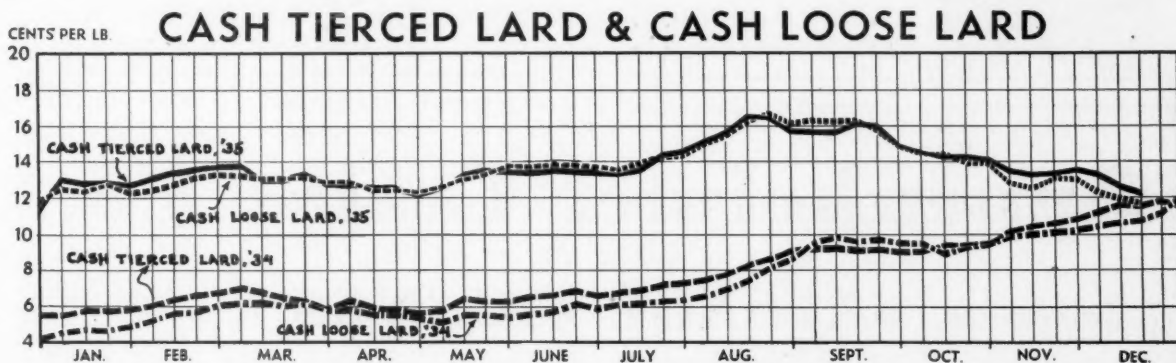
Adjustment administration officials divulged three alternative plans. These are:

If processing taxes are voided as an unconstitutional delegation of power and AAA amendments fail to cover situation, new legislation to rewrite and reaffirm taxes by statute would be ready.

If processing taxes are ruled unconstitutional as special class legislation, the new legislation would include two bills—one levying taxes for general revenue purposes on processors, the other appropriating funds from the treasury for benefits to farmers.

If the court should declare federal regulation of agriculture within various states unconstitutional, then state AAA agencies might be financed through federal aid and subject to federal standards and guidance.

Whether a parity price program should be applied to hogs in the future was questioned by Secretary of Agriculture Wallace this week. In address-



This chart in THE NATIONAL PROVISIONER MARKET SERVICE series shows price trends of cash tierced lard and cash loose lard during 1935 and 1934.

Downward trend in lard prices, which started in September, continued during December, when prices reached a point approximately the low of the year and but little above the high of 1934. This weakness prevailed in spite of a fair cash demand and indications of a continued subnormal supply of edible fats for some time to come.

INCREASE YOUR SALES ON PORK SAUSAGE



You know of course that flavor, aroma and appearance sell pork sausage. But do you know that the most delicious flavor, the most tantalizing aroma, the most attractive sales appearance is obtained by using Legg's OLD PLANTATION SEASONING? Leading meat packers throughout the country have discovered that Legg's OLD PLANTATION brings an immediate and amazing increase in sausage sales volume. Try it yourself and see what happens.

IMPROVED SALES APPEARANCE

Through constant research and scientific experiment, Legg's OLD PLANTATION SEASONING is continuously being improved. Our latest experiments have produced a seasoning that results in improved sales appearance of the sausage in which it is used, yet retains all of the famous and inimitable OLD PLANTATION flavor! Free test samples on request.

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BIRMINGHAM, ALABAMA.

"WORLD'S LARGEST BLENDERS OF SAUSAGE



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"C-B" Cold Storage Door

"The Better Door that Costs no More"

There is a "C-B" Cold Storage Door for every cold storage need.

"C-B" Cold Storage Doors of any type can be completely metal clad. Entire door and frame are each completely enclosed with 26-gauge galvanized iron.

Unexcelled for use where moisture and steam are present, as in packing plants, etc.

Write us for a "C-B" Cold Storage Door catalog and price list.

Get full information before you buy.

A trial will convince you of the superiority of the design, workmanship and finish of the "C-B" Cold Storage Door—"the Better Door that Costs no More."

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Importers SAUSAGE CASINGS *Exporters*

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ing the Farm Economics Association the Secretary said that "price parity" was useful in an emergency.

"With foreign demand and industrial conditions as they were in 1935," said the Secretary, "it appeared that the parity price for hogs could be maintained only by furnishing domestic consumer only about 60 per cent as much pork as he has been in the habit of eating.

"The question, therefore, arises as to whether it is in the interest of the Corn Belt farmer to maintain a parity price for hogs if this parity price results in such contraction of consuming demand that less than two-thirds of the normal number of hogs are consumed.

"I am sure that neither the federal government nor the farmers will want to stand very long for a parity price program for a commodity if it would mean the production of a subnormal quantity of food for the American public and a reduced net income for the farmer."

STOCKS AT SEVEN MARKETS

As had been predicted, based on hog runs and consumer demand, stocks of all meats on hand at the 7 principal markets of the country on January 1, 1936, showed an appreciable gain over stocks at these points a month earlier. Total meat accumulation during December totaled in excess of 27½ million pounds.

Gain in holdings included all cuts. S. P. meat stocks increased more than 18 million pounds. D. S. meats are up more than 7½ million pounds. In only one instance do stocks of particular cuts now equal or exceed those on January 1, 1935. This applies to fat backs, stocks of which now total 6,707,016 lbs., compared with 6,582,618 lbs. on the same date a year earlier.

Lard stocks also increased substantially over those of a month earlier. Lard now in storage at these 7 markets totals 23½ million pounds, compared with 14¼ million pounds on December 1, 1935. The gain in P. S. lard stocks was 7½ million pounds.

Stocks of provisions at Chicago, Kansas City, Omaha, St. Louis, East St. Louis, St. Joseph and Milwaukee, on December 31, 1935, with comparisons, as especially compiled by THE NATIONAL PROVISIONER, are reported as follows:

	Dec. 31, 1935.	Nov. 30, 1935.	Dec. 31, 1934.
Total S. P. meats	86,503,929	68,486,985	197,148,349
Total D. S. meats	15,234,960	7,568,354	19,899,722
Total all meats	111,049,104	83,497,196	235,764,145
P. S. lard	16,481,701	9,148,085	72,619,788
Other lard	7,169,712	5,103,834	13,525,366
Total lard	23,651,413	14,251,919	86,145,154
S. P. regular hams	21,123,413	17,512,755	53,596,508
S. P. skinned hams	29,580,463	23,717,385	67,575,732
S. P. bellies	27,345,635	21,580,255	50,789,166
S. P. picnics	8,314,818	5,570,490	24,986,703
D. S. bellies	8,033,497	4,368,303	12,411,515
D. S. fat backs	6,707,016	2,999,837	6,582,618

Hog Cut-Out Results

HOG cut-out results for the first three market days of the current week were considerably more favorable than for the same period a week earlier, but are still too high for packer peace of mind. They figure out at 71c, 53c and 56c per cwt. respectively for the light, medium and heavyweight hog carcasses.

The better showing is due to lower hog costs, pork product values during the period holding about steady with those for the corresponding period a week earlier. The weaker hog market was a reflection of heavier hog marketings, 40,000 head having been received on the three market days of the week.

Tone of the product market continued to improve slowly. Values might have gained somewhat more had it not been for the holiday influence. Such weakness as developed made its appearance Tuesday. Prices of some products, notably hams and picnics, were firmer Thursday, but failed to regain fully the losses suffered on the previous market day.

The following test is worked out on the basis of live hog costs and green product prices at Chicago during the first three market days of the week, average costs and credits being used. The figures apply to Chicago only. In other sections of the country local costs and credits should be substituted for those used here.

HOW SHORT FORM HOG CUTTING TEST RESULTS ARE FIGURED

(Hog prices and product values based on THE NATIONAL PROVISIONER MARKET SERVICE, cutting percentages taken from actual tests in Chicago plants.)

	180-220 lbs.			220-260 lbs.			260-300 lbs.		
	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.	Per cent live wt.	Price per lb.	Value per cwt. alive.
Regular hams.....	14.00	18%	\$ 2.61	13.70	18%	\$ 2.51	13.30	18%	\$ 2.43
Picnics.....	5.60	14%	.83	5.30	14%	.77	5.00	13%	.69
Boston butts.....	4.00	19%	.76	4.00	19%	.76	4.00	19%	.76
Loins (blade in).....	9.80	21%	2.07	9.50	20%	1.93	9.00	19%	1.73
Bellies, S. P.....	11.00	20½%	2.21	8.70	19%	1.73	3.50	19%	.69
Bellies, D. S.....	.....	.....	3.00	16½%	.49	9.00	16.0	14%	1.44
Fat backs.....	2.00	8%	.18	4.00	11½%	.45	5.00	12%	.64
Plates and jowls.....	2.50	9½%	.24	2.50	9½%	.24	3.30	9½%	.31
Raw leaf.....	2.00	10%	.22	2.10	10%	.23	2.20	10%	.24
P. S. lard, rend. wt.....	12.10	11%	1.41	11.40	11%	1.32	11.00	11%	1.28
Spareribs.....	1.50	14%	.22	1.50	14%	.22	1.50	14%	.22
Trimmings.....	3.00	11%	.34	2.80	11%	.32	2.70	11%	.31
Feet, tails, neckbones.....	2.00	.....	.14	2.00	.....	.14	2.00	.....	.14
Offal and misc.....	.....	.....	.40	.....	.....	.40	.....	.....	.40
TOTAL YIELD AND VALUE.....	69.50		\$11.63	70.50		\$11.51	71.50		\$11.28
Cost of hogs per cwt.....		\$ 9.53			\$ 9.28			\$ 9.11	
Condemnation loss.....		.05			.05			.05	
Handling and overhead.....		.51			.46			.43	
Processing tax.....		2.25			2.25			2.25	
TOTAL COST PER CWT. ALIVE.....		\$12.34			\$12.04			\$11.84	
TOTAL VALUE.....		11.63			11.51			11.28	
Loss per cwt.....		.71			.53			.56	
Loss per hog.....		\$ 1.42			\$ 1.27			\$ 1.57	

**TALKS ON
SEASONING**
by
H. J. Mayer

Makers of the genuine H. J. Mayer Special Frankfurt-er, Bologna, Pork Sausage (with and without sage), Braunschweiger Liver, Summer (Mettwurst), Chili Con Carne, Boula-den Delicatessen, Wonder Pork Sausage Seasonings, New Deal Lyone Seasoning and Special NEVERFAIL Curing Compound.



The Man Who Knows

A Little SEASONS A LOT

That's why it actually costs no more to use H. J. MAYER Special Sausage Seasoning. And you get the benefit of greater sales appeal for your product, finer flavor and definitely better sausage. Why is this possible? Because MAYER Seasonings are made from the best spices that money can buy, processed and blended by the greatest staff of experts in the seasoning business. Get the facts about MAYER'S before you buy another pound of seasoning!

H. J. MAYER & SONS CO.

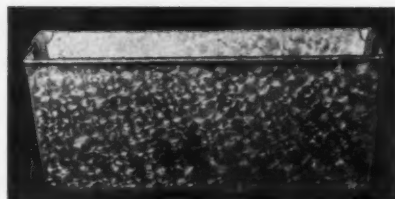
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MAPLEINE
brings out the
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ham and sausage.
A non-volatile,
pure vegetable
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● CRESCENT MANUFACTURING COMPANY

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DELIVERY BASKETS

Made of heavy gauge steel, with strongly reinforced rim and corners. With or without runners—easy to clean. Write for bulletin No. 5 giving complete description and prices!

DUBUQUE STEEL PRODUCTS CO. DUBUQUE, IOWA

Trimming Tubs
Sausage Tubs
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and Dollies
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Trays
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UNITED BACON HANGERS

Electrically welded at all joints. Strong and durable. Stainless steel and tinned steel models. Used by all prominent packers!

Renew Your Supply Now!

Be ready for increased production of bacon—buy UNITED Bacon Hangers now! Increased hog receipts will mean increased bacon production, and UNITED Hangers will help you get your share of profits. Write for sample and prices!

UNITED STEEL & WIRE CO.

Battle Creek, Mich.
Kansas City, Mo.



STOCKINETTE

BAGS and TUBING for BEEF—HAM—LAMB
SHEEP—PIGS—CUTS—CALVES
FRANKS, Etc.

We Have Used Colors to Designate Sizes
for Several Years

E.S. HALSTED & CO., Inc.

64 PEARL ST., NEW YORK CITY
Joseph Wahlman, Dept. Mgr.
(Formerly with Armour & Company)

Makers of Quality Bags Since 1876



Sheep Bag



NEW SYSTEM Rotary Oven

Burns Any Gas

Produces Best Quality
Loaves and Roasts at Low-
est Fuel and Power Cost.

\$300 Small
\$325 Medium
\$450 Large
F.O.B. Factory

Built for Service
36 loaves or 24 roasts
60 loaves or 48 roasts
90 loaves or 72 roasts

Brand Bros., Inc.
410 E. 49th St., New York City

Names of users and complete details on request.

PORK PRODUCTS EXPORTS

Exports of pork products from the U. S. week ended Dec. 28, 1935:

	PORK		
	Week ended Dec. 28, 1935.	Week ended Dec. 20, 1935.	Nov. 1, 1935.
Total	100	100	100
United Kingdom	50	50	50
Other countries	50	50	50

	BACON AND HAM.		
	M lbs.	M lbs.	M lbs.
Total	1,286	2,751	12,310
United Kingdom	1,284	2,750	12,190
Continent	2	1	14
West Indies	2	1	95
Other countries	2	1	2

	LARD.		
	M lbs.	M lbs.	M lbs.
Total	3,323	2,490	15,930
United Kingdom	3,273	1,989	15,306
Continent	45	302	556
St. John, N. B. West	3	43	64
Other countries	2	1	1

	TOTAL EXPORTS BY PORTS.		
	From	Pork, bbls.	Bacon and Ham, M lbs.
New York	31	657
Philadelphia	38	88
Baltimore	112	112
St. John, N. B. West	756	1,850
Halifax	499	666

	SUMMARY NOV. 1, 1935, TO DEC. 28, 1935.		
	1935.	1934.	Increase.
Pork, M lbs.	10	102	92
Bacon and Ham, M lbs.	12,310	18,190	5,880
Lard, M lbs.	15,930	34,884	18,954

CHICAGO PROVISION STOCKS

Stocks of meat and lard on hand in Chicago are reported as of December 31, 1935, as follows:

	Dec. 31, '35	Nov. 30, '35	Dec. 31, '34
All Barreled Pork, bris.	25,929	13,294	19,043
P. S. Lard, lbs.	12,974,786	7,708,667	65,313,845
Other Lard, lbs.	5,104,613	3,181,470	8,140,970
D. S. Cl. Bellies (a).	3,097,219	795,608	3,819,960
D. S. Cl. Bellies (b).	400,000	.....	.....
D. S. Rib Bellies (a).	260,358	189,827	1,279,572
D. S. Rib Bellies (b).	2,000	14,000	.....
Ex. S. C. Sides lbs. (a)	1,500	1,500	4,200
S. C. Sides, lbs.	.....	17,000	.....
D. S. Fat Backs, lbs.	3,402,373	1,241,767	2,995,843
D. S. Shoulders, lbs.	68,923	29,800	.....
S. P. Hams, lbs.	10,374,572	8,048,446	23,283,781
S. P. St. Hams, lbs.	14,164,265	11,027,564	30,964,627
S. P. Bellies, lbs.	12,925,285	9,739,467	21,053,709
S. P. Picnics S. P.	.....	.....	.....

	Dec. 31, '35	Nov. 30, '35	Dec. 31, '34
Boston Shlders, lbs.	4,425,317	2,851,282	12,204,884
S. P. Shoulders, lbs.	53,900	35,000	68,000
Other Cut Meats, lbs.	5,428,351	4,392,409	10,315,040
Total Cut meats, lbs.	54,199,163	38,804,870	106,050,415
(a) Made since Oct. 1, 1935.	.....	.....	.....
(b) Made previous to Oct. 1, 1935.	.....	.....	.....

CHICAGO PROVISIONSHIPMENTS

Provision shipments from Chicago for the week ended Dec. 28, 1935:

	Week Dec. 28,	Previous week,	Same week, '34.
Cured Meats, lbs.	12,375,000	14,331,000	10,546,000
Fresh Meats, lbs.	35,758,000	46,922,000	42,403,000
Lard, lbs.	1,125,000	2,320,000	3,235,000

LARD AND GREASE EXPORTS

Exports of lard from New York City, Dec. 1, 1935, to Dec. 31, 1935, totaled 1,583,156 lbs.; greases, 608,400 lbs.; stearine, 49,600 lbs.; tallow, 80,800 lbs.

CHICAGO PROVISION MARKETS

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

FUTURE PRICES

SATURDAY, DECEMBER 28, 1935.				
	Open.	High.	Low.	Close.
LARD—				
Dec.	11.65	11.75	11.65	11.75
Jan.	11.62½	11.70	11.62½	11.70
Mar.	11.70-67½	11.70	11.67½	11.70b
May	11.70	11.72½	11.67½	11.72½b
July	11.70	11.70	11.67½	11.67½
CLEAR BELLIES—				
No future quotations.				

MONDAY, DECEMBER 30, 1935.				
LARD—				
Dec.	11.80	11.60	11.62½	11.67½
Jan.	11.65	11.67½	11.55	11.55
Mar.	11.72½	11.72½	11.65	11.65ax
May	11.70	11.72½	11.67½	11.67½ax
July	11.75	11.75	11.62½	11.62½
CLEAR BELLIES—				
No future quotations.				

TUESDAY, DECEMBER 31, 1935.				
LARD—				
Dec.	11.72½	11.72½	11.45	11.47½
Jan.	11.55	11.55	11.47½	11.52½
Mar.	11.62½	11.62½	11.60	11.60b
May	11.70	11.72½	11.65	11.70b
July	11.67½	11.67½	11.60	11.62½b
CLEAR BELLIES—				
No future quotations.				

WEDNESDAY, JANUARY 1, 1936.				
Holiday—No market.				

THURSDAY, JANUARY 2, 1936.				
LARD—				
Jan.	11.52½	11.57½	11.52½	11.57½b
Mar.	11.60	11.65	11.60	11.65b
May	11.72½	11.80	11.72½	11.80ax
July	11.70	.....	.....	11.70
CLEAR BELLIES—				
No future quotations.				

FRIDAY, JANUARY 3, 1936.				
LARD—				
Jan.	11.62½	11.62½	11.55	11.55
Mar.	11.75	11.75	11.70	11.70ax
May	11.87½	11.90	11.80	11.80b
July	11.82½	11.82½	11.80	11.80ax
CLEAR BELLIES—				
No future quotations.				

Key: ax, asked; b, bid; n, nominal; —, split.				
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MEAT IMPORTS AT NEW YORK

For week ended Dec. 28, 1935:

Point of origin.	Commodity.	Amount.
Argentina—Smoked sausage	11,023 lbs.
Argentina—Canned corned beef	401,790 lbs.
Australia—Oleo stearine	29,070 lbs.
Brazil—D. S. bellies	14,705 lbs.
Brazil—S. P. hams	7,940 lbs.
Brazil—S. P. butts	10,625 lbs.
Brazil—Jerked beef	2,238 lbs.
Canada—Bacon	2,895 lbs.
Canada—Fresh chilled pork cuts	5,201 lbs.
Canada—Sausage	565 lbs.
Canada—Fresh chilled beef	49,828 lbs.
Canada—Fresh frozen veal cuts	11,303 lbs.
Canada—S. P. hams	3,000 lbs.
Czechoslovakia—Cooked ham	707 lbs.
Denmark—Cooked ham	340 lbs.
Estonia—Smoked bacon	216 lbs.
Estonia—D. S. pork cuts	2,140 lbs.
France—Canned tripe	806 lbs.
France—Pork paste	331 lbs.
Germany—Smoked ham	582 lbs.
Germany—Smoked bacon	255 lbs.
Germany—Smoked sausage	1,802 lbs.
Irish Free State—Smoked bacon	14,203 lbs.
Irish Free State—Smoked ham	1,095 lbs.
Italy—Smoked sausage	4,437 lbs.
Italy—Smoked ham	525 lbs.
Norway—Meat balls	2,960 lbs.
Norway—Liverpaste	650 lbs.
Poland—Smoked bacon	32,568 lbs.
Poland—Smoked pork butts	10,600 lbs.
Poland—Smoked sausage	19,731 lbs.
Poland—Cooked ham	256,254 lbs.
Poland—D. S. bellies	750 lbs.
Switzerland—Bouillon cubes	11,920 lbs.
Switzerland—Soup tablets	2,750 lbs.
Uruguay—Canned corned beef	201,546 lbs.

CASH PRICES

Based on actual carlot trading Thursday, January 2, 1936.

REGULAR HAMS.		
Green.	.....	*S.P.
8-10	.....	23
10-12	.....	22½
12-14	.....	21½
14-16	.....	21
10-16 range	.....	19½

BOILING HAMS.		
Green.	.....	*S.P.
16-18	.....	18½
18-20	.....	20½
20-22	.....	18½
16-22 range	.....	18½

SKINNED HAMS.		
Green.	.....	*S.P.
10-12	.....	21
12-14	.....	21
14-16	.....	20½
16-18	.....	19½
18-20	.....	19
20-22	.....	17½
22-24	.....	17
24-26	.....	16½
26-30	.....	16½
30-35	.....	16½

PICNICS.		
Green.	.....	*S.P.
4-6	.....	14½
6-8	.....	14½
8-10	.....	14
10-12	.....	14
12-14	.....	14
Short Shank ¼c over.		

BELLIES.		
(Square cut seedless)	.....
(S. P. ¼c under D. C.)	.....
Green.	.....	*D.C.
6-8	.....	22½
8-10	.....	22½
10-12	.....	21½
12-14	.....	20½
14-16	.....	21½
16-18	.....	21
18-20	.....	20½

*Quotations represent No. 1 new cure.

D. S. BELLIES.		
Clear.	.....	Rib.
14-16	.....	17½
16-18	.....	17½
18-20	.....	17
20-22	.....	17
22-24	.....	16½
24-26	.....	16½
26-30	.....	16½
30-35	.....	16½
35-40	.....	16½
40-50	.....	16½
50-60	.....	16½

D. S. FAT BACKS.		
6-8	.....	9½
8-10	.....	10½
10-12	.....	12½
12-14	.....	13½
14-16	.....	14½
16-18	.....	15½
18-20	.....	15½
20-25	.....	15½

OTHER D. S. MEATS.		
Extra Short Clears	.....	35-45
Extra Short Ribs	.....	35-45
Regular Plates	.....	6-8
Clear Plates	.....	4-6
Jowl Butts	.....	10½
Green Square Jowls	.....	13½
Green Rough Jowls	.....	10½

LARD.		
Prime Steam, cash	.....	11.57½b
Prime Steam, loose	.....	11.00b
Refined, boxed, N. Y.—Export	.....	unquoted
Neutral, in tierces	.....	13.50b
Raw Leaf	.....	11.25b

GERMAN HOGS AND LARD

Top hogs at Berlin for the week ended December 18, 1935, were quoted at \$17.70. Price a week earlier was the same and a year earlier it was \$16.33. Lard in tierces at Hamburg was quoted at \$13.98 per cwt., against \$14.63 the previous week and \$22.95 last year.

TO MEAT DISTRIBUTORS

Meat, Men and Money

**An Interesting Success Story
of an Outstanding Sales Accomplishment**

(Reading Time: 2 Minutes)

The Product: AMPOL BRAND HAMS.

American Introduction: 1934.

Men: Meat Distributors.

Sales: Now almost 500,000 pounds Monthly.

Money: Steady Profits from constant Turn-over.

THAT'S THE AMAZING SALES RECORD of this distinctively different Ham. More astonishing is the fact that only a comparatively few distributors are enjoying this tremendous volume.

"What! Polish Hams sold on a big scale in America! Incredible!" you may say. Yet the facts will vitally interest you. First, because of the profits our present distributors are enjoying. Second, because of the profits you, too, may enjoy from sales in your territory. And third, because you want to know why there is such a large and constantly increasing consumer demand for this imported product.

Immediate Money-Maker

Little did the first American Distributors realize that Ampol Brand Hams would become such a "Big Seller." Several stocked it merely to cover a certain trade. But just as public acceptance of other meritorious products creates steady turn-over and consistent profits for the distributors . . . so did immediate public acceptance of Ampol Brand prove a big money-maker for our Distributors.

Large Consumer Demand

The surprisingly broad consumer demand in one city was at first attributed to local market conditions. There was doubt as to whether or not the same sales results could be repeated in other cities. But large Ampol Brand sales by

a Distributor in one city prompted those in other cities to add the line. As new territories opened, distribution spread . . . sales increased by leaps and bounds. Demand exceeded supply. Orders had to be filled. More new territories could not be opened at the time.

Startling Sales Record

Where in June, 1934, a few months after Ampol introduction in America, sales were 30,000 pounds . . . a year later, June, 1935, sales jumped to almost 400,000 pounds. Be reminded, please, that this latter figure represented sales during one month alone, and only by a comparatively few Distributors. Frankly, such success was far beyond our modest expectation.

Tops the List

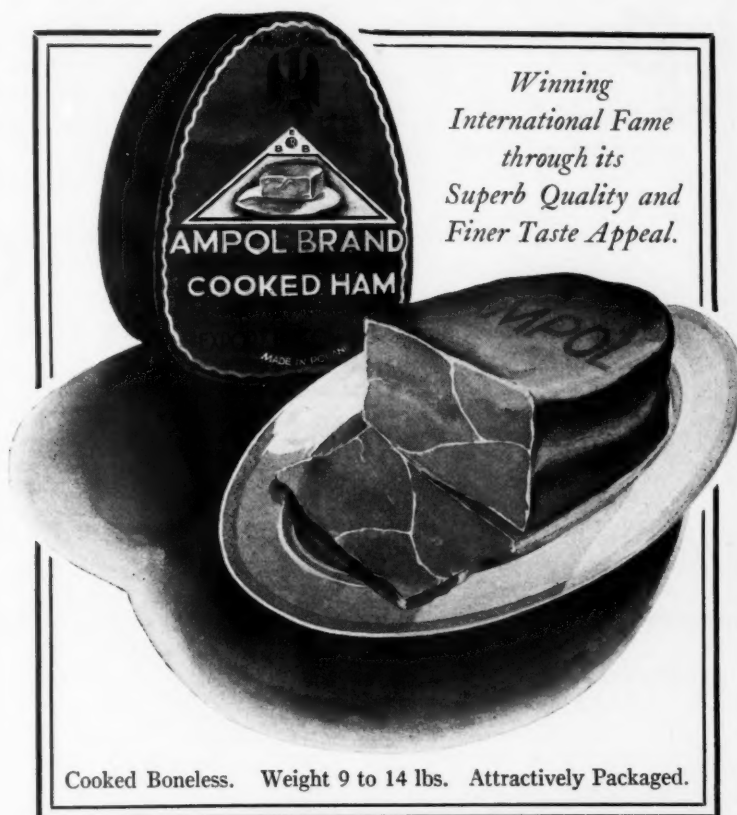
With demand exceeding supply, we naturally could not seek new Distributors. It was revealing to us that consumer demand was being created without extensive advertising. No time was lost . . . production facilities were increased. We now knew Ampol Brand was a "Natural" in America, as it is in so many other countries. During the past year, it had topped the list of imported hams, by a wide margin.

Superb Quality Wins

But you may wonder, "Why such an outstanding sales record?" "Why the trend to Polish Hams . . . to the

AMPOL BRAND

INTERESTED IN PROFITS



Ampol Brand?" We can only refer you to the public for the answer. We knew our product was different . . . a delicately smoked ham that literally melts on the tongue. We knew it had a more juicy, luscious flavor. We knew it had wide acceptance in other countries . . . but we could not predetermine such quick consumer acceptance by the American public.

Yes, we could become very enthusiastic in describing the superb quality and taste appeal of Ampol Brand Hams . . . the reasons why Ampol is called "the International Ham." But we know you are interested in increased volume for the New Year . . . in steady turnover . . . in constant profits . . . so we tell you of Ampol's unusual sales record in America.

All Classes Buy

You may ask, "What type of people are buying Ampol Brand Hams?" You may think, "Polish-Americans" only. But an extensive survey reveals people of all classes, and in practically every income bracket. Why? Because Ampol Brand is distinctively different . . . more savoury . . . a truly rare delicacy . . . always fresh . . . and so convenient to serve.

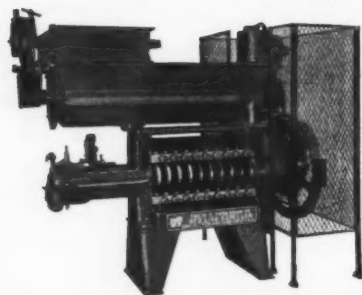
Your Opportunity

From present Distributor orders, we anticipate a tremendous increase in sales over 1935. New Distributors in open territories will reap their share of this business. Expanded production facilities now enable us to meet any increased demand. Many territories are still open. But we expect them to be taken quickly. Tell us the territory you cover. We'll furnish full particulars. Write for facts today.

AMPOL, INC.
11 EAST 16th STREET • NEW YORK, N. Y.

POLISH IMPORTED HAM

P ROFITABLE TO OPERATE ONLY A FEW HOURS DAILY



• This Anderson Red Lion Crackling Expeller requires only a small investment. It is economical to operate and makes a profit even when run only a few hours a day. Besides the operating economies, Red Lion produces a crackling that is lighter in color, more palatable for feed and brings a higher price on every market.

Write for complete information.

THE V. D. ANDERSON COMPANY
1946 West 96th Street • Cleveland, Ohio

ANDERSON RED LION EXPELLER

REVIEWS PACKER SITUATION

(Continued from page 8.)

of hogs available for slaughter in the 1936-37 hog marketing year would still be approximately 20 per cent smaller than the average number available for slaughter during the ten-year period immediately preceding the enactment of the Agricultural Adjustment Act.

"The feed supply will be larger this year, relative to the number of animals that are available to consume it. This undoubtedly will result in some increase in average weights. In the case of hogs it undoubtedly will result in an increased yield of lard.

Domestic and Export Markets

"Highly important in any considera-

tion of the future is the status of demand. Purchasing power, of course, cannot be predicted. As indicated by factory payrolls, purchasing power is now 25 per cent heavier than it was a year ago at this time, although still 25 per cent below the normal of 1923-25.

"Export demand for lard and pork cuts is relatively small, and the rebuilding of foreign markets promises to be a rather slow, difficult task. Certainly the outlook for any important increase in the export trade in 1936 is not bright.

"All in all, the situation confronting the industry is such as to require the most prudent operation. Efficient, sound operating, including buying and selling on the basis of true values, is more essential now than ever."



Automatic TEMPERATURE CONTROL

FOR Hot Water Heaters, Hog Scalding and Dehairing, Ham and Sausage Cooking, Smoke Houses, Storage and Thawing Rooms, etc.

Increase your profits and improve the quality of your product with Powers Automatic Temperature Control. Stop spoiled products and waste of steam due to overheating caused by errors of hand control. *Write for bulletins.*

40 Years of Specialization in Temperature Control
2725 Greenview Ave., Chicago—231 E. 46th St., New York
ALSO 41 OTHER CITIES

POWERS REGULATOR CO.



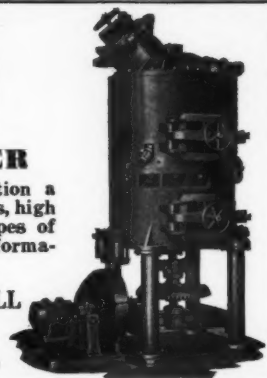
LARD COOKER

Produces in one operation a refined lard, white, odorless, high smoke point, from all types of fat. Write for further information and catalogs.

**The FRENCH OIL MILL
MACHINERY CO.**

Piqua

Ohio



50 YEARS

Serving the Packing Industry

New type ball bearings and pulleys on Gruendler Equipment cut lubrication 90%, reduce power consumption 30%. Gruendler Hogs are fool-proof! Give more uniform results, quicker rendering, better yields. Gruendler Gut Washers and Washers have latest design, most modern construction.

WRITE FOR BULLETIN!



There are Gruendler Crushers and Pulverizers for horns, hoofs, bones (dry and green), beef and lard cracklings, tankage and all by-products.

WRITE!

GRUENDLER CRUSHER & PULVERIZER CO.
2915 North Market St. St. Louis, Missouri

MEAT IMPORT MENACE

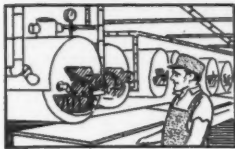
(Continued from page 10.)

about 212,000 lbs. of the 1935 total during the fall months of the year.

Volume of foreign canned meat received during the 1934-35 packer year was almost double amount brought in during preceding 12-month period, totaling 74,662,000 lbs. against 42,700,000 lbs. The greater part of this canned meat originated in South America, as in other years, and consisted of canned beef, canned corned beef, corned beef hash, etc. Volume of canned meat imports varies widely from year to year. For example, it amounted to about 23,000,000 lbs. in 1932 calendar year.

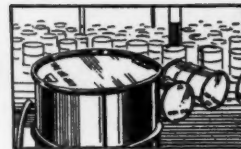
Movement of beef cattle across the borders of the United States was one of the first indications of increasing meat and meat product imports in 1935. During early months of 1935 most of these cattle originated in Canada but in later months the larger share came from Mexico. Total imports for 12 months ended October 31, amounted to 304,144 head against 69,152 in 1934.

Canada supplied the United States with 115,216 head of cattle during the first 10 months of 1935, of which 19,060 were calves and the balance heavier types. It is not known what proportion of these heavy cattle nor what proportion of Mexican imports were slaughtered immediately or fed.



Tallows and Greases

Weekly Market Review



TALLOW—A holiday market featured tallow at New York the past week and operations were on a small scale. Prices showed little or no change. Hardly enough business passed to attract attention. Extra was quoted at 6½c f.o.b., or 7c delivered. Producers' ideas were maintained steadily, while soapers were not displaying any activity.

A little activity developed in South American tallow. Sales of 200 tons of No. 1 were reported at 6¼c c.i.f., a decline of ¼c from previous sale. Later it was reported bids at 6¼c c.i.f. were turned down.

At New York, special was quoted at 6½c; extra, 6½c, f.o.b.; edible, 9½c f.o.b.

On the New York Produce Exchange, tallow futures were inactive during week. Futures bulged 15@26 points on Friday, supposedly speculative transferring.

At Chicago, market was slow but steady, with trade largely of a holiday character. Inquiries were limited. On the other hand, very little selling pressure was in evidence. At Chicago, edible was quoted at 8½@8¾c; fancy, 7½c; prime packer, 7; special, 6¼@6½c; No. 1, at 6@6½c.

There was no London tallow auction this week. At Liverpool, Argentine beef tallow, December-January shipment, was 30s, unchanged for week. Australian good mixed, December-January shipment at Liverpool, was quoted at 29s 9d net, unchanged for week.

STEARINE—A quiet market and a steady tone featured stearine at New York. Oleo was quoted at 10@10½c nominal. At Chicago, market was quiet and unchanged from a week ago. Oleo was quoted at 10c.

OLEO OIL—A steadier tone featured market at New York, although trade appeared moderate. Prices were up ½c from a week ago. Extra was quoted at 14¼@14½c; prime, 13½@14¼c; lower grades, 13½@13¾c. At Chicago, market was quiet and prices unchanged at 13@13¾c for extra.

(See page 32 for later markets.)

LARD OIL—A quiet, routine trade featured market at New York. There was little change in prices. No. 1 was quoted at 9½c; No. 2, 9¼c; extra, 11½c; extra No. 1, 10c; prime, 16c; winter strained, 12c.

NEATSFOOT OIL—The market was steady but rather dull at New York. Cold test was quoted at 16¾c; extra, 10¼c; No. 1, 9¼c; pure, 13¼c.

GREASES—Buyers and sellers were awaiting developments. Trade as a re-

sult was small, routine and featureless. Soapers were partly influenced by the year-end, while producers' ideas were steady. There was no material pressure of supplies on the market.

At New York, last business in yellow and house was at 6c, with sellers quoting 6@6¼c. A white was quoted at 6½@6¾c; B white, 6½@6¾c; choice white, 8¾c nominal.

At Chicago, a slow and steady market prevailed in greases, with buying interest limited. There was little or no selling pressure in evidence. At Chicago, brown was quoted at 5¼c; yellow, 5¼@6c; B white, 5¼@6c; A white, 7¼@7½c; choice white, all hog, 8¼c.

BY-PRODUCTS MARKETS

Chicago, January 2, 1936.

Blood.

Demand better and market stronger.

	Unit	Ammonia.
Ground	\$	@3.40
Unground		@3.35

Digester Feed Tankage Materials.

Last sales at \$3.25. Buying interest reported better.

Unground, 10 to 12% ammonia...	@3.25 & 10c
Unground, 8 to 12%	@3.20 & 10c
Liquid stick	@2.50

Packhouse Feeds.

Prices steady with last week.

	Carlots.
Digester tankage meat meal 60%....	@47.50
Meat and bone scraps, 50%	@50.00
Steam bone meal, 65%, special feeding per ton	@27.50
Raw bone meal for feeding	@32.50

Dry Rendered Tankage.

Crackling market firm and inquiries more numerous.

Hard pressed and exp. unground per unit protein	\$.80@.82½
Soft, prod. pork, ac. grease & quality, ton	@60.00
Soft prod. beef, ac. grease & quality, ton	@55.00

Horns, Bones and Hoofs.

Prices largely nominal. Hoofs in demand at \$30.00.

Horns, according to grade	\$50.00@80.00
Cattle hoofs	@30.00
Junk bones	17.00@17.50

(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

Bone Meals (Fertilizer Grades).

Market quiet and unchanged.

Steam, ground, 3 & 50	\$17.00@18.00
Steam, unground, 3 & 50	16.00@17.00

Fertilizer Materials.

Buying inquiry light; ground 10 to 11 and 6 to 8 ammonia offered at \$2.65 @2.75 & 10c.

High grd. tankage, ground, 10@12% am.	\$ 2.50@2.75 & 10c
Bone tankage, ungrd., low gd., per ton	\$18.00
Hoof meal	\$ 2.60

Gelatine and Glue Stocks.

Demand better for jaws, skulls and knuckles.

Calf trimmings	\$ @26.00
Sinews, pizzies	@20.00
Cattle jaws, skulls and knuckles	23.00@24.00
Hide trimmings	@15.00
Pig skin scraps and trim, per lb.	5¼@6c

Animal Hair.

Market rather slow. Quotations represent last sales.

Summer coll and field dried	2¼@2½c
Winter coll, dried	3 @3¼c
Processed, black, winter, per lb.	9¼@10c
Processed, grey, winter, per lb.	8¼@9c
Cattle switches, each*	1¼@2¼c

*According to count.

TALLOW FUTURE TRADING

Tallow transactions at New York:

SATURDAY, DECEMBER 28, 1935.

	High.	Low.	Close.
Jan.	6.75@7.05
May	6.80@7.10

MONDAY, DECEMBER 30, 1935.

Jan. ....	.....	6.75b
Mar. ....	.....	6.80@7.10
May .....	.....	6.80@7.10

TUESDAY, DECEMBER 31, 1935.

Jan. ....	.....	6.75b
Feb. ....	.....	6.75@7.05
Mar. ....	.....	6.80@7.10
May .....	.....	6.80@7.10

WEDNESDAY, JANUARY 1, 1936.

Holiday—No market.

THURSDAY, JANUARY 2, 1936.

Jan. ....	.....	6.75b
Mar. ....	.....	6.80@7.10
May .....	.....	6.80@7.10

FRIDAY, JANUARY 3, 1936.

Mar. ....	.....	6.90@7.05
May .....	.....	6.90@7.05
July .....	.....	6.90@7.05

No sales. Closing 10 higher.

WORLD HOG SITUATION

While hogs now being slaughtered in the United States are much heavier than those handled a year ago, this increase in average weights will offset only a part of the decrease in number of hogs to be slaughtered this winter, according to a survey of world hog and pork prospects by the U. S. Bureau of Agricultural Economics.

The bureau reports a marked increase in fall pig production and a probable increase in production next spring. Increased production of pigs this fall will be reflected in increased hog slaughter next summer when much of the present deficit in the pork supply will be wiped out.

Little change in the livestock and meat situation in continental Europe is reported for past month. On account of shortage of fats, some reductions have been made in trade barriers, but because of lack of foreign exchange the

trade in lard is said to be largely on a barter basis. Germany recently negotiated or renewed trade agreements with Poland, Denmark and Hungary providing for the exchange of German industrial goods for hogs, lard and other animal products.

EASTERN FERTILIZER MARKETS

(Special Report to The National Provisioner.)

New York, Dec. 31, 1935.—Last sales of tankage were at \$2.75 and 10c for ground and \$2.60 and 10c for unground f.o.b. local shipping points.

Dried blood last sold at \$2.85 per unit of ammonia f.o.b. New York and, while sellers are quoting \$3.00 per unit, there are no buyers even at \$2.85.

Dry rendered tankage has been moving in good volume but trading in tankage, blood, etc. for fertilizer purposes is just about at a standstill.

FERTILIZER MATERIALS

BASIS NEW YORK DELIVERY.

Ammoniates.

Ammonium sulphate, bulk, per ton, basis ex vessel Atlantic ports: Jan. to June 30, 1936, inclusive.	@ 24.00
Ammonium sulphate, double bags, per 100 lbs. f.a.s. New York.	nominal
Blood dried, 16% per unit.	@ 3.00
Fish scrap, dried, 11% ammonia, 10% B. P. L., f.o.b. fish factory.	nominal
Fish meal, foreign, 11½% ammonia, 10% B. P. L., c.i.f.	@ 35.50
Fish scrap, acidulated, 6% ammonia, 8% A.P.A. f.o.b. fish factories	2.25 & 50c
Soda nitrate, per net ton; bulk: Jan. to June 30.	@ 23.50
in 200-lb. bags.	@ 24.80
in 100-lb. bags.	@ 25.50
Tankage, ground, 10% ammonia, 10% B. P. L. bulk.	2.75 & 10c
Tankage, unground, 10-12% ammonia, 15% B. P. L. bulk.	2.60 & 10c

Phosphates.

Foreign bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	@ 23.00
Bone meal, raw, 4½ and 50 bags, per ton, c.i.f.	@ 24.00
Superphosphate, bulk, f.o.b. Baltimore, per ton, 16% flat.	@ 8.00

Potash Salts.

Manure salt, 30% bulk, per ton.	@ 14.40
Kainit, 20% bulk, per ton.	@ 11.00
Muriate in bulk, per ton.	@ 22.50
Sulphate in bags, per ton, basis 80%	@ 33.75

Dry Rendered Tankage.

50% unground	@ 72½
60% ground	@ .75

DENMARK SEEKS PORK MARKET

Denmark is looking for new world markets in which to sell pork products as the result of loss of a large part of its British outlet through quota restrictions. Meanwhile, Danish stock of pigs has been curtailed, the latest census showing approximately 3,000,000 pigs in Denmark against 5,000,000 in 1932. A further reduction in bacon exports to England is anticipated and the U. S. Department of Commerce reports that 1936 shipments may amount to only about 192,000 tons.

SAFE AND SANE SOUVENIR

Description of the handsome new marble palace built to house the United States Supreme Court at Washington, D. C., Article III of the Constitution of the United States, and a brief resume of the history of the court are included in an artistic brochure printed on parchment and distributed by Paterson Parchment Paper Company as a holiday souvenir. A hand-colored lithograph of the new building adds a beautiful touch.

In transmitting the brochure the company says: "The Supreme Court, wisely conceived and ably administered for almost one hundred and fifty years, has kept us safely within the limits prescribed by the Constitution. Guided by both, the United States of America now occupies a pre-eminent place among the powers of the world and has achieved a greater natural, social and industrial development than any other nation under the sun. May you, in the coming years, enjoy the freedom to which all American citizens living under the Constitution are heirs."

The booklet would be a valuable addition to any historical collection.

HOLIDAY SOUVENIRS

President Ira Lowenstein, Superior Packing Co., Chicago and St. Paul, remembered his friends with a handsome leather bill-fold and memorandum book.

Baker Ice Machine Co., Omaha, Neb., sent out a bridge card set in a handsome case to the trade which has been interested in its air conditioning equipment during the past year.

Fred C. Cahn, the stockinette king, remembered the trade with a unique souvenir in the shape of a dummy ham encased in stockinette and including a 1936 calendar.

General Electric Co., Schenectady, N. Y., issued a vest-pocket diary and memorandum full of valuable technical data on electrical products and equipment, almost an encyclopedia in itself.

W. J. Kempner, Ltd., London, Eng., sausage casings firm, remembered its customers with a perpetual desk calendar in handy form.

OIL IMPORTS EXCEED EXPORTS

American imports of fats and oils are now exceeding exports to a point where this country is approximately in same position as Germany during the world war, according to a recent bulletin of the Institute of Margarine Manufacturers. During first 6 months of 1935 the United States imported approximately one billion lbs. of fats and oils and sufficient oil bearing material to make 300,000,000 lbs. additional. During the same period exports totaled only 129,000,000 lbs.

COTTON OIL TRADING

COTTONSEED OIL.—Store oil demand was quiet, and market was easier with the futures. Crude oil was also quiet and quoted at 9½¢@9¼¢ across the Belt.

Market transactions at New York:

Friday, December 27, 1935.

	Range		Closing	
	Sales	High. Low.	Bid.	Asked.
Spot				a
Dec.	8	1115 1105	1100	a 1115
Jan.	3	1065 1058	1054	a 1058
Feb.			1050	a 1065
Mar.	17	1063 1056	1053	a 1054
April			1054	a 1058
May	4	1065 1053	1053	a trad
June			1055	a 1060
July	41	1064 1053	1053	a 1054

Saturday, December 28, 1935.

Spot				a
Jan.	1	1049 1049	1048	a 1052
Feb.			1048	a 1060
Mar.	4	1050 1048	1048	a trad
April			1049	a 1052
May	11	1050 1048	1050	a trad
June			1050	a 1060
July	5	1050 1048	1050	a trad
Aug.			1045	a 1050

Monday, December 30, 1935.

Spot				a
Jan.			1047	a 1050
Feb.			1047	a 1060
Mar.	4	1050 1048	1047	a 1050
April			1047	a 1060
May	2	1051 1048	1048	a 1050
June			1049	a 1060
July	29	1050 1045	1047	a 1050
Aug.			1047	a 1060

Tuesday, December 31, 1935.

Spot				a
Jan.	1	1046 1046	1044	a 1048
Feb.			1040	a 1055
Mar.	4	1048 1043	1043	a 1046
April			1040	a 1055
May	12	1048 1044	1043	a 1046
June			1043	a 1055
July	15	1045 1040	1041	a 40tr
Aug.			1040	a 1055

Wednesday, January 1, 1936.

Holiday—No Market.

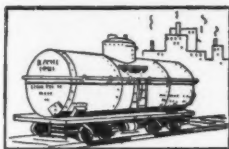
Thursday, January 2, 1936.

Jan.		1050 1045	1049	a 1053
Mar.		1049 1045	1046	a 1050
May		1052 1044	1051	a
July		1050 1040	1047	a 1049
Aug.			1045	a 1060

(See page 32 for later markets.)

INVESTIGATE SOYBEAN RAISING

A delegation of cottonseed crushers and planters from the Mississippi Delta region recently visited a large soybean growing area in Illinois. The group obtained information on soybean growing and oil extraction methods. Soybean culture is arousing much interest in the South because some authorities believe the crop can be grown on land not used for cotton, improving land and lengthening period in which oil mills can work.



Vegetable Oils

Weekly Market Review



Operations on Fair Scale—Market Easier—Holiday Influence Still Felt—Crude Quiet and Steady—Cash Trade Satisfactory—Washington Developments Awaited.

Cottonseed oil futures market experienced a fair volume of trade in the closing week of the year. Trend was easier as a result of the holidays, some further evening up, and selling and liquidation due to relative weakness in lard. Ring element continued to press the market and succeeded in bringing about a decline of 17 to 20 points from the previous week.

Selling pressure was not very aggressive, but was more than sufficient to fill requirements, buying being more or less of a scale-down character. Commission house trade was on both sides. The outstanding feature was that trade was concentrated more or less in the July delivery, switching constituting bulk of operations in near months.

Buying of July was credited to a great extent to foreign account, while selling in that month was attributed in the main to hedging. Hedging pressure, nevertheless, was kept down by the fact that crude markets were quiet and comparatively steady.

Consumption Report Expected

Cash oil demand was on a satisfactory scale, notwithstanding the year-end holidays. Expectations were that December oil consumption would compare favorably with the 250,000 bbls. in December, 1934.

There was also a tendency to anticipate a favorable government cottonseed statistical report early in January. On the other hand, persistent reports from Washington as to prospects for greater hog numbers next spring, and the unsteady lard market, the latter losing 33 to 40 points during the week, served to check bullish operations in oil. Other factors that operated against aggressiveness on the constructive side were expectations of a processing tax decision soon and the convening of Congress. Possibilities of unforeseen Washington developments also checked aggressive bearishness in the market. As a result prices were more or less left to drift with the scattered trading that came into the ring.

No particular activity was noted in crude. Market appeared purely nominal much of the time. Prices were quoted at 9% @ 9 1/4 c across the Belt, or unchanged from previous week.

The new calendar year opens with cotton oil in a stronger statistical posi-

tion than last year. At the same time, lard stocks are comparatively small. Prospects are that oil stocks will decrease steadily until another crop is raised. Outlook is for a smaller carryover this year than last, and very close in line with what the trade calculates as a normal carryover. As far as lard is concerned, the new year starts out with small stocks, but the prospects of more plentiful supplies later in the year.

Future Trading Increases

Operations in cottonseed oil futures on the New York Produce Exchange during 1935 totaled 23,476 contracts, compared with 19,940 contracts in 1934, and 9,175 contracts in 1933.

COCOANUT OIL—A little better inquiry was reported at New York, but buyers and sellers were apart in their ideas. Market was firm at 4 1/2 c. Copra was offering only in a limited way.

CORN OIL—There was no pressure of corn oil on the market. Demand, however, was of a holiday character, and prices at New York were quoted steady at 10 1/2 c.

SOYA BEAN OIL—Market was quiet, with mills quoting 8c. Some felt this could be shaded 1/4 c, as trading was reported in the southeast at 7 1/4 c.

PALM OIL—Rather quiet conditions

were reported at New York, with prices more or less nominal. Spot Nigre was quoted at 4% c, shipment Nigre, 4 1/4 c; Sumatra oil for shipment, 4% @ 4 1/4 c.

PALM KERNEL OIL—Market was quoted at 4% c New York, with a possibility of shading that level.

OLIVE OIL FOOTS—Trade was moderate at New York, and market was steady. Spot drums were quoted at 9c; tanks, 8 1/4 @ 8 3/4 c; and new crop, 8 1/4 c.

RUBBER SEED OIL—Market nominal.

SESAME OIL—Market nominal.

PEANUT OIL—Market was quoted at 9% @ 9 1/4 c Southeast.

INEDIBLE COCOANUT OIL TAX

Efforts to pass the Guffey-Dockweiler bill, repealing the excise tax of 3 cents per pound on Philippine coconut oil destined for industrial use, are expected in the new session of congress. The bill applies only to non-edible coconut oil. Remission of excise tax collections to the Philippine government has been temporarily enjoined and suits questioning the constitutionality of the tax are now before the courts.

SOYBEANS IN OIL MILL

Milling of soybeans with present cottonseed oil mill equipment will be discussed by J. I. Morgan, president, National Cottonseed Products Association, at a conference to be held at Corsicana, Tex., on January 14 and 15. The conference will cover farm production, milling and industrial uses of soybeans. Mr. Morgan has crushed soybeans successfully at his cottonseed mill for several years.

IMPORT CUBAN PEANUT OIL

A shipment of 46,189 lbs. of refined peanut oil was recently made to the United States from Cuba. If this trial shipment is successful, the U. S. Department of Commerce reports, additional quantities of peanut oil may be exported to this country from Cuba. The oil was refined in Cuba from crude imported from China.

SOUTHERN MARKETS

New Orleans

(Special Wire to The National Provisioner.)

New Orleans, La., Jan. 2, 1936.—Cotton oil futures off 1/4 c lb. for past week in light trading. Crude firm 9 1/4 c lb. bid, 9 1/4 c lb. asked f.o.b. mills. Bleachable nominally 10 1/4 c lb. loose New Orleans, but a round lot could not be bought at that price, as holders feel substantial advance overdue. Recent weather likely to increase supply of off crude and price of prime.

Memphis

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 3, 1936.—Crude cottonseed oil, 9c lb. bid; cottonseed meal, \$21.50 f.o.b. Memphis, prompt shipment.

Dallas

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 2, 1936.—Prime cottonseed oil, 9c lb. bid, 9.05c lb. asked, with no trading reported. Forty-three per cent cottonseed cake and meal, basis Dallas, for interstate shipment, \$23.50.

HULL OIL MARKETS

(Special Cable to The National Provisioner.)

Hull, England, Dec. 31, 1935.—Refined cottonseed oil, 28s 3d; Egyptian crude cottonseed oil, 25s 6d.

WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions

Hog products steadier during latter part of week with lighter offerings and scattered covering buying. Hogs firmer, top \$9.85.

Cottonseed Oil

Cotton oil quiet and steady with commission house buying of July and scattered selling. Crude sold 9½¢ over holiday. Cash trade fair and steadier which lard market helped.

Quotations on bleachable cottonseed oil Friday noon were: Jan., \$10.60; Mar., \$10.55; May, \$10.54@10.57; July, \$10.53. Tone steady; 24 sales.

Tallow

Tallow, extra, 6½¢ lb. f.o.b.

Stearine

Stearine, 10½¢ nominal.

Friday's Lard Markets

New York, January 3, 1936.—Prices are for export; no tax: Lard, prime western, \$10.80@10.90; middle western, \$10.80@10.90 (including tax); city, 10½¢; refined Continent, 12½¢; South American, 12½¢; Brazil kegs, 12½¢ (including tax); compound, 12½¢ in carlots.

POLISH HAM IMPORTS CONTINUE

(Special Wire to The National Provisioner.)

New York, Jan. 3, 1936.—About 213,000 lbs. of canned cooked Polish hams were received here this week. No frozen beef anticipated from New Zealand during January. Unless domestic market steps up no orders will be placed for February shipment. Several South American and other foreign countries submitting sample cooked ham for American acceptance.

WEEKLY HIDE IMPORTS

Imports of cattle hides at leading U. S. ports for week ended Dec. 21:

Week ending	New York.	Boston.	Phila.
Dec. 21, 1935.....	34,644	12	3,000
Dec. 14, 1935.....	8,297	.....	.....
Dec. 7, 1935.....	26,278	.....	.....
Nov. 30, 1935.....	60,746	6,170	7,954
Total 1935.....	1,804,892	77,853	40,771
Dec. 22, 1934.....	24,781	.....	.....
Dec. 15, 1934.....	25,912	.....	.....
Same total '34.....	877,405	59,385	40,238
Total so far: 1935—2,013,516.* 1934—977,028.†			

*Does not include 252,751 imports at Norfolk.

†Does not include 178,979 imports at Norfolk.

If you want a position or a packing-house, look for it on the "Classified" pages at the back of every issue of THE NATIONAL PROVISIONER.

BRITISH PROVISION MARKETS

(Special Cable to The National Provisioner.)

Liverpool, January 3, 1936.—General provision market steady but firm; lessening demand for hams, poor demand for pure lard.

Friday's prices were: Hams, American cut, 84s; hams, long cut, 103s; Liverpool shoulders, square, none; picnics, none; short backs, unquoted; bellies, English, 61s; Wiltshires, unquoted; Cumberlands, unquoted; Canadian Wiltshires, 73s; Canadian Cumberlands, 74s; spot lard, 62s.

LIVERPOOL PROVISION STOCKS

On hand Jan. 1, 1936, estimated by Liverpool Trade Association:

	Jan. 1, 1936.	Dec. 1, 1935.	Jan. 1, 1935.
Bacon, lbs.	300,008	107,632	554,512
Ham, lbs.	1,230,992	634,256	482,066
Shoulders, lbs.	21,056	7,056	63,056
Butter, cwt.	3,178	3,394	5,329
Cheese, cwt.	15,161	15,947	1,872
Lard, steam, tons. ....	.....	.....	1,734
Lard, refined, tons.	412	408	3,229

ARGENTINE BEEF EXPORTS

Cable reports of Argentine exports of beef this week up to Jan. 3, 1936, show exports from that country were as follows: To the United Kingdom, 110,187 quarters; to the Continent, 28,683 quarters. Exports for week ending Dec. 27 were: To England 110,725 quarters; Continent, 1,525 quarters.

MEAT AND LARD EXPORTS

Exports of pork, bacon and lard through port of New York during week ended January 3, totaled 31,500 lbs. of bacon and 578,615 lbs. of lard.

Who Makes Meat Price?

"Who Makes the Price of Meat?" is the title of an address by president R. H. Cabell of Armour and Company before the Chicago Association of Commerce, published in the December 7 issue of THE NATIONAL PROVISIONER.

Demand for this forceful presentation of the subject has been so great from packers and others that the address has been reprinted in leaflet form for distribution in the trade and to consumers.

Extra copies may be obtained, singly or in quantity, upon application to THE NATIONAL PROVISIONER, 407 S. Dearborn st., Chicago, Ill.

LIVERPOOL PROVISION PRICES

Prices of first quality product at Liverpool were quoted as follows:

	Dec. 18, 1935.	Dec. 11, 1935.	Dec. 18, 1934.
American green bellies.....	Nom.	Nom.	Nom.
Danish Wiltshire sides.....	\$18.04	\$18.04	\$18.98
Canadian green sides.....	15.29	15.29	16.86
American short green hams.....	20.31	20.35	19.20
American refined lard.....	14.70	15.31	10.96

N. Y. HIDE FUTURES PRICES

Saturday, Dec. 28, 1935—Mar. 11.92; June 12.23@12.25; Sept. 12.55n; Dec. (1936) 12.85n; sales lots. Closing 2 lower.

Monday, Dec. 30, 1935—Close: Mar. 11.90@11.94; June 12.25 sale; Sept. 12.59 sale; Dec. (1936) 12.89n; sales 160 lots. Closing 2 lower to 4 higher.

Tuesday, Dec. 31, 1935—Close: Mar. 11.90 sale; June 12.24@12.26; Sept. 12.57n; Dec. (1936) 12.87n; sales 9 lots. Closing unchanged to 2 lower.

Wednesday, Jan. 1, 1936—Holiday.

Thursday, Jan. 2, 1936—Close: Mar. 11.86 sale; June 12.20 sale; Sept. 12.50@12.55; Dec. 12.80n; sales 20 lots. Closing 4@7 lower.

Friday, Jan. 3, 1936—Close: Mar. 12.02@12.03; June 12.35 sale; Sept. 12.68n; Dec. 12.98n; sales 28 lots. Closing 15@18 higher.

CHICAGO HIDE QUOTATIONS

Quotations on hides at Chicago for the week ended Jan. 3, 1936, with comparisons, are reported as follows:

	Week ended Jan. 3.	Prev. week.	Cor. week, 1935.
Spr. nat. str.	@15½n	@15½n 12	@12½n
Hvy. nat. str.	@15x	14½@15	@12
Hvy. Tex.	.....	.....	.....
strs.	14½@15	@14½	@11
Hvy. butt brnd'd str.	14½@15	@14½	@11
Hvy. Col. str.	@14½	@14½	@10½
Ex-light Tex. str.	.....	.....	.....
Brnd'd cows.	@11¼b	@11¼	@ 8½
Hvy. nat. cows	@11¼b	@11¼	@ 8½
Brnd'd cows	@11¼	@11¼	@ 9
Brnd'd cows	@11¼	@11¼	@ 9
Nat. bulls ..	@10½	@10½	@ 8
Brnd'd bulls.	@ 9½	@ 9½	@ 7
Calfskins ..	18½@22n	18½@22	14 @16
Kips, nat....	@14½n	@14½	@11
Kips, ov-wt..	@13n	@13	@ 9½
Kips, brnd'd.	@11n	@11	@ 7½
Slunks, reg..	@1.00	@.90	@.85
Slunks, hris. 30	@.35	30 @.35	35 @.50

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND OUTSIDE SMALL PACKERS.

Nat. all-wts..	10½@11	10½@11	@ 8½n
Branded	10 @10½	10 @10½	@ 8n
Nat. bulls ..	8½@ 9	8½@ 9	@ 7½n
Brnd'd bulls.	7½@ 8	7½@ 8	@ 6½n
Calfskins ..	17½@18½	17 @18b	11 @13
Kips	13½@14	13½@14	@ 9½n
Slunks, reg. 75	@.90n	70 @.90n	40 @.60n
Slunks, hris. 20	@.25n	20 @.25n	20 @.30n

COUNTRY HIDES.

Hvy. steers..	9 @ 9¼	8½@ 9	@ 6n
Hvy. cows...	9 @ 9¼	8½@ 9	@ 6n
Bulls	9¼ @ 9¼	9¼ @ 9¼	6½@ 7
Extremes ..	10¼@10¼	10¼@10¼	7¼@ 7½
Bulls	7 @ 7¼	7 @ 7¼	3½@ 4n
Calfskins ..	12½@13	12 @12½	@ 7½
Kips	10½@11	10 @10½	6½@ 7
Light calf ..	75 @.85n	75 @.85n	25 @.35n
Deacons	75 @.85n	75 @.85n	25 @.35n
Slunks, reg. 50	@.60n	50 @.60n	15 @.20n
Slunks, hris. 10	@.15n	10 @.15n	5 @.10n
Horsehides ..	3.75@4.25	3.75@4.40	2.50@3.00

SHEEPSKINS.

Pkr. lambs..	2.10@2.35	2.00@2.30	1.25@1.35
Sm. pkr.	1.85@1.80	1.85@1.75	90 @1.00
Pkr. shearings.	@1.20	@1.20	50 @.80
Dry pelts	17 @19	16 @18n	11 @12



Hides and Skins

Weekly Market Review

Chicago

PACKER HIDES—After a very late start, due to the holiday interruption, the packer hide market turned active late this week, with light native cows moving in a large way at steady price for mixed point take-off, and quarter-cent advances paid so far for Colorados and branded cows. Total movement so far is 87,000 hides, with further trading under way, and $\frac{1}{4}$ c advance asked for other descriptions.

There was a good interest in hides throughout the short week at last trading prices but the movement of previous week placed packers in good position to wait out the market. There has been considerable interest in calfskins but, so far, only one packer is offering at $1\frac{1}{2}$ @2c advance over Nov. prices.

Native steers last sold at 15c for straight heavies and $13\frac{1}{2}$ c for all lights, and are available at 15c basis for straight weights. Extreme light native steers well sold up couple weeks back at $12\frac{1}{2}$ c and not mentioned so far.

Butt branded steers are held at 15c, or $\frac{1}{4}$ c up; this price paid at New York. Two packers late this week sold 6,300 Colorados at $14\frac{1}{2}$ c, or $\frac{1}{4}$ c advance. Heavy Texas steers are firmly held at 15c, with bids at last trading price of $14\frac{1}{2}$ c declined; light Texas steers $13\frac{1}{2}$ c asked; extreme light Texas steers quotable at $11\frac{1}{2}$ c, or $\frac{1}{4}$ c up.

Bids of $11\frac{1}{2}$ c, last trading price, declined for heavy native cows, asking $11\frac{1}{2}$ c. Late this week one packer sold 40,000 Dec. light native cows, another packer 20,000 Nov.-Dec., third packer 3,200 Dec., and fourth packer 7,000 Dec. and early Jan., all at $11\frac{1}{2}$ c for mixed points, steady price; association also sold 2,000 Dec. at $11\frac{1}{2}$ c, and moved 1,000 Dec. branded cows early in the day at $11\frac{1}{2}$ c, steady. Packers declined bids of $11\frac{1}{2}$ c for branded cows and one packer later sold 7,500 Dec. at $11\frac{1}{2}$ c, or $\frac{1}{4}$ c up; further trading apparently under way.

Bulls were well cleaned up in the heavy movement at close of last week, previously reported, at $10\frac{1}{2}$ c for native bulls and $9\frac{1}{2}$ c for brands.

OUTSIDE SMALL PACKER HIDES—Outside small packer all-weights can be sold at $10\frac{1}{2}$ c to possibly $10\frac{1}{4}$ c, selected, delivered Chicago, for good natives, brands $\frac{1}{2}$ c less, with 11c usually asked. Chicago small packer take-off nominally about $\frac{1}{4}$ c more.

FOREIGN WET SALTED HIDES—South American market quiet this week, following advance of $\frac{1}{4}$ c paid at

close of last week. A pack of 5,000 Swift LaPlatas sold at that time at $87\frac{1}{2}$ pesos, equal to $14\frac{1}{2}$ @ $14\frac{1}{2}$ c, c.i.f. New York, as against $85\frac{1}{2}$ pesos or $13\frac{1}{2}$ c previously paid.

COUNTRY HIDES—Country hides are very firmly held, and with earlier dating stock coming out in the country market, these are selling closer to packer winter hides. Sales of untrimmed all-weights this week at 9c, selected, delivered, with some quoting $\frac{1}{4}$ c more, and trimmed quoted usually around $9\frac{1}{2}$ c. Heavy steers and cows range $9\frac{1}{2}$ @ $9\frac{1}{4}$ c. Buff weights hard to find under $9\frac{1}{4}$ c, trimmed, although no sales reported over $9\frac{1}{4}$ @ $9\frac{1}{2}$ c. Extremes last sold at $10\frac{1}{4}$ c, with $10\frac{1}{4}$ @ $10\frac{1}{2}$ c usually quoted. Bulls about $7\frac{1}{4}$ @ $7\frac{1}{2}$ c; glues $6\frac{1}{2}$ @ $6\frac{1}{4}$ c. All-weight branded last sold at 8c, flat, for good stock, although some quote $7\frac{1}{4}$ @8c.

CALFSKINS—Packers not yet offering Dec. calfskins but some action on these expected momentarily. Nov. calf were cleaned up at end of Nov. at 22c for northern heavies, $22\frac{1}{2}$ c for Detroit, Cleveland and Evansville; 21c for River point heavies; lights under $9\frac{1}{2}$ -lb. last sold at $18\frac{1}{2}$ c. Market nominally around 1c higher.

LATER: One packer offering Dec. calf late this week at $23\frac{1}{2}$ c for northern heavies, $22\frac{1}{2}$ c for River point heavies, and $20\frac{1}{2}$ c for lights.

Car Buffalo city calfskins sold at close of last week at $17\frac{1}{2}$ c for 8/10-lb. and $18\frac{1}{2}$ c for 10/15-lb.; these prices bid for Chicago cities, with 18c and 19c asked. Outside cities, 8/15-lb., quoted around $17\frac{1}{2}$ @ $17\frac{1}{4}$ c; mixed cities and countries around 15c; straight countries $12\frac{1}{2}$ @13c. Chicago city light calf and deacons firm at last trading price, 1.25 .

KIPSKINS—Action expected very shortly on packer Dec. kipskins. Nov. kips moved a month back at $14\frac{1}{2}$ c for northern natives, 13c for northern overweights, southern a cent less; brands at 11c. Some consider market nominally around $\frac{1}{4}$ c higher, despite winter quality.

LATER: One packer offering Dec. kips late this week at 16c for northern natives, $14\frac{1}{2}$ c for northern overweights, and $12\frac{1}{2}$ c for brands.

Chicago city kipskins advanced $\frac{1}{2}$ c at close of last week when a car sold at $13\frac{1}{2}$ c. Outside cities around $13\frac{1}{2}$ @ $13\frac{1}{4}$ c; mixed cities and countries around 12c; straight countries $10\frac{1}{2}$ @11c.

One packer sold 6,500 Dec. regular slunks at $\$1.00$ each, or 10c up, with 3,000 moved earlier at 95c. Hairless quoted $30\frac{1}{2}$ @35c flat, delivered Chicago.

HORSEHIDES—Demand lighter re-

cently for horsehides, with prices easier. Good city renderers quoted $\$4.10$ @ 4.25 , selected, with full manes and tails; mixed city and country lots usually around $\$3.75$ @ 3.85 .

SHEEPSKINS—Dry pelts rather scarce and quoted usually around 18c for full wools, some range 17 @ 19 c. Shearlings are very scarce at present and command good prices when offered; last confirmed trade was a car at $\$1.20$ for No. 1's, 90c for No. 2's, and 65c for No. 3's or clips. Small packer shearlings quotable around half-price. Pickled skins firmer, despite the fact that they are running cockly at present and are usually suitable only for shoe lining leather; quotations at present range $\$6.00$ @ 6.25 , with better than $\$6.00$ reported paid, following earlier sales at $\$5.87\frac{1}{2}$ in the East. Packer lamb pelts moving rather slowly following the sharp upturn over the past month or so, based on the advance in wool market; some quote around $\$3.00$ per cwt. live lamb, while offerings of Jan. pelts in other directions at $\$2.75$ per cwt. are reported to have met with bids of $\$2.60$, or in a range of $\$2.10$ @ 2.35 each. Outside small packer lambs range from $\$1.65$ @ 1.75 each for smaller producers up to $\$2.00$ @ 2.15 for best stock from larger killers.

New York

PACKER HIDES—Branded steers advanced $\frac{1}{4}$ c over previous week's nominal market, or $\frac{1}{2}$ c since last sales, when a car Dec. butt brands sold late this week at 15c, and a car Dec. Colorados at $14\frac{1}{2}$ c, which about cleans up Dec. hides in this market.

CALFSKINS—Calfskin market firmer. Collectors last sold 5-7's at $\$1.50$; about 10,000 heavier weights moved this week, 7-9's at $\$1.95$ @ 2.00 , and 9-12's at $\$2.65$, steady to 5c up. Last confirmed trade in packer calf was at $\$1.60$, $\$2.10$ and $\$2.85$ for the above three grades, with 12/17 veal kips at $\$3.15$ and 17-lb. up at $\$3.40$; however, packers holding for better prices at present.

CHICAGO HIDE MOVEMENT

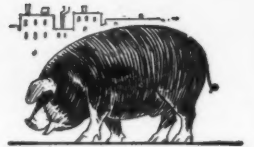
Receipts of hides at Chicago for the week ended December 28, 1935, were 5,375,000 lbs.; previous week, 4,231,000 lbs.; same week last year, 6,433,000 lbs.; from January 1 to December 28 this year, 245,735,000 lbs.; same period a year ago, 259,827,000 lbs. For the entire year 1935, 247,834,000 lbs.; for the entire year 1934, 260,985,000 lbs.

Shipments of hides from Chicago for the week ended December 28, 1935, were 5,267,000 lbs.; previous week, 4,841,000 lbs.; same week last year, 6,450,000 lbs.; from January 1 to December 28 this year, 293,858,000 lbs.; same period a year ago, 310,879,000 lbs. For the entire year 1935, 294,572,000 lbs.; for the entire year 1934, 312,583,000 lbs.



Live Stock Markets

Weekly Review



LIVESTOCK PRICES AT LEADING MARKETS

Livestock prices at five leading Western markets, Thursday, January 2, 1936, as reported by the U. S. Bureau of Agricultural Economics:

Hogs (Soft or oily hogs, excluded).	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-180 lbs.) gd.-ch.	\$9.40@ 9.70	\$9.40@ 9.65	\$8.85@ 9.15	\$9.10@ 9.40	\$9.10@ 9.25
Medium	9.00@ 9.45	9.00@ 9.50	8.65@ 9.00	8.90@ 9.25	.....
Lt. wt. (160-180 lbs.) gd.-ch.	9.45@ 9.70	9.50@ 9.65	9.00@ 9.20	9.25@ 9.40	9.10@ 9.25
Medium	9.10@ 9.45	9.10@ 9.50	8.85@ 9.15	9.00@ 9.25	8.75@ 9.10
(180-200 lbs.) gd.-ch.	9.40@ 9.70	9.50@ 9.65	9.15@ 9.25	9.25@ 9.35	9.10@ 9.25
Medium	9.15@ 9.45	9.10@ 9.50	9.00@ 9.15	9.00@ 9.20	8.75@ 9.10
Med. wt. (200-220 lbs.) gd.-ch.	9.30@ 9.65	9.40@ 9.60	9.15@ 9.25	9.20@ 9.35	9.00@ 9.15
(220-250 lbs.) gd.-ch.	9.15@ 9.60	9.25@ 9.50	9.15@ 9.25	9.20@ 9.35	8.90@ 9.10
Hvy. wt. (250-290 lbs.) gd.-ch.	9.00@ 9.50	9.10@ 9.40	9.05@ 9.25	9.00@ 9.35	8.65@ 9.00
(290-350 lbs.) gd.-ch.	8.75@ 9.30	8.75@ 9.20	8.85@ 9.15	8.75@ 9.10	8.35@ 8.75
PACKING SOWS:					
(275-350 lbs.) good	8.15@ 8.35	8.00@ 8.25	7.90@ 8.00	7.90@ 8.15	7.85@ 7.90
(350-425 lbs.) good	8.00@ 8.30	7.85@ 8.10	7.90@ 8.00	7.75@ 8.00	7.75@ 7.85
(425-550 lbs.) good	7.75@ 8.20	7.65@ 8.00	7.80@ 8.00	7.50@ 7.85	7.75@ 7.85
(275-550 lbs.) medium	7.50@ 8.20	7.35@ 8.00	7.65@ 7.85	7.00@ 7.85	7.75@ 7.85
SLAUGHTER PIGS:					
(100-140 lbs.) gd.-ch.	9.40@ 9.70	8.75@ 9.50	8.50@ 9.00	8.25@ 9.15	9.00@ 9.25
Medium	8.75@ 9.40	8.00@ 9.40	8.25@ 8.85	7.50@ 8.50	.....
Av. cost & wt. Wed. (pigs ex.)	\$9.33-218 lbs.	No Report	\$9.16-225 lbs.	\$9.06-236 lbs.	.....
Slaughter Cattle, Calves and Vealers:					
STEERS:					
(550-900 lbs.) choice	10.00@12.50	10.00@12.00	9.75@12.00	9.75@11.75	9.75@11.75
Good	8.75@11.75	8.75@11.50	8.50@11.50	8.25@11.00	8.15@10.75
Medium	7.00@ 9.00	6.75@ 8.75	6.50@ 8.75	6.50@ 8.50	6.15@ 8.40
Common (plain)	5.50@ 7.00	5.25@ 6.75	5.25@ 6.75	5.25@ 6.50	4.90@ 6.40
STEERS:					
(900-1100 lbs.) prime	12.50@14.00	.....	12.75@13.25	.....	.....
Choice	11.75@13.50	11.50@13.00	11.50@12.75	11.00@12.25	10.75@12.25
Good	9.00@12.25	8.75@12.00	8.75@12.00	8.50@11.25	8.40@11.00
Medium	7.25@ 9.25	7.00@ 9.00	6.75@ 8.75	6.50@ 8.50	6.40@ 8.40
Common (plain)	6.00@ 7.25	5.50@ 7.25	5.25@ 7.00	5.50@ 6.75	5.15@ 6.65
STEERS:					
(1100-1300 lbs.) prime	13.50@14.50	.....	13.00@13.75	.....	.....
Choice	12.25@13.50	12.00@13.25	12.00@13.00	11.25@12.50	11.00@12.50
Good	9.25@12.50	9.00@12.25	8.75@12.25	8.50@11.50	8.40@11.25
Medium	7.25@ 9.25	7.25@ 9.00	7.00@ 8.75	6.75@ 8.75	6.65@ 8.65
STEERS:					
(1300-1500 lbs.) prime	13.50@14.50	.....	13.25@14.00	.....	.....
Choice	12.75@13.50	12.25@13.25	12.25@13.25	11.50@12.50	11.25@12.75
Good	9.50@12.75	9.00@12.25	8.75@12.25	8.75@11.50	8.50@11.25
HEIFERS:					
(550-750 lbs.) choice	9.00@10.25	9.50@10.50	8.50@ 9.75	8.25@10.00	8.25@ 9.75
Good	8.00@ 9.00	8.25@ 9.50	7.25@ 8.50	7.25@ 9.00	7.00@ 8.50
Com. (plain)-med.	5.25@ 8.00	5.00@ 8.25	5.25@ 7.25	5.00@ 7.50	4.50@ 7.25
HEIFERS:					
(750-900 lbs.) gd.-ch.	8.00@10.50	.....	7.25@10.00	7.50@10.25	7.25@10.00
Com. (plain)-med.	5.25@ 8.00	.....	5.25@ 7.25	5.00@ 7.50	4.65@ 7.25
COWS:					
Choice	7.00@ 8.00	6.50@ 7.00	6.75@ 7.50	.....	.....
Good	6.00@ 7.00	5.75@ 6.50	5.75@ 6.75	5.75@ 6.75	5.50@ 6.35
Com. (plain)-med.	4.85@ 6.00	4.75@ 5.75	4.50@ 5.75	4.50@ 5.75	4.35@ 5.50
Low cut-cut	3.75@ 4.85	3.25@ 4.75	3.50@ 4.50	3.50@ 4.50	3.25@ 4.50
BULLS: (Yr. Ex.)					
Good (beef)	6.50@ 7.00	6.25@ 6.75	5.75@ 6.50	5.75@ 6.25	5.75@ 6.40
Cut-com. (plain)-med.	5.00@ 6.75	4.25@ 6.35	4.75@ 6.00	4.00@ 5.75	4.35@ 5.90
VEALERS:					
Gd.-ch.	8.50@11.50	10.25@11.50	8.50@10.00	9.00@11.00	8.00@10.50
Medium	6.50@ 8.50	8.75@10.25	7.00@ 8.50	6.50@ 9.00	6.50@ 8.00
Cul-com. (plain)	5.00@ 6.50	4.50@ 6.75	4.50@ 7.00	4.50@ 6.50	4.50@ 7.00
CALVES:					
(250-500 lbs.) gd.-ch.	7.00@10.00	7.00@ 9.75	6.00@ 9.00	6.50@ 8.25	7.00@ 9.50
Com. (plain)-med.	4.50@ 7.00	4.50@ 7.00	4.25@ 6.00	4.00@ 6.75	4.50@ 7.00
Slaughter Sheep and Lambs:					
LAMBS:					
Choice	10.85@11.25	10.75@11.00	10.75@11.10	10.75@11.00	10.75@11.00
Good	10.15@11.00	10.25@10.85	10.25@10.75	10.25@10.75	10.25@10.85
Medium	9.25@10.25	9.00@10.35	9.00@10.25	9.00@10.25	8.25@10.25
Common	8.75@ 9.35	7.00@ 9.00	8.00@ 9.00	7.50@ 9.00	8.25@ 9.25
YEARLING WETHERS:					
(Wooled) gd.-ch.	8.35@ 9.75	8.50@ 9.50	8.25@ 9.75	8.50@ 9.25	8.75@ 9.75
Medium	7.00@ 8.40	7.00@ 8.50	7.25@ 8.25	7.25@ 8.50	7.75@ 8.75
EWES:					
(Wooled) gd.-ch.	4.25@ 5.50	4.00@ 5.25	4.25@ 5.50	4.50@ 5.35	4.00@ 5.25
Com-med.	3.50@ 4.35	3.00@ 4.25	3.50@ 4.25	2.75@ 4.50	3.00@ 4.25

CORN BELT DIRECT TRADING

Reported by U. S. Bureau of Agricultural Economics.

Des Moines, Ia., Jan. 2, 1936.—Prices of hogs at 22 concentration points and 9 packing plants in Iowa and Minnesota improved somewhat today. Light and mediumweight butchers were 5@10c higher, spots 15@20c up; heavy butchers and sows, 5@10c higher; good to choice 180 to 220 lbs. by truck, \$8.95 @9.15, few \$9.25; railed loads, \$9.35, few \$9.40; most trucked lots 220 to 250 lbs., \$8.75@9.05; 160 to 180 lbs., \$8.70 @9.15; 140 to 160 lbs., \$8.15@8.75; lightweight sows, \$7.75@8.10, few \$8.20 or slightly higher; heavy and medium weights, \$7.30@7.95.

Receipts week ended Jan. 2, 1936:

	This week.	Last week.
Friday, December 27.....	23,900	19,300
Saturday, December 28.....	31,800	17,100
Monday, December 30.....	30,400	37,100
Tuesday, December 31.....	10,800	18,100
Wednesday, January 1.....	8,800	Holiday
Thursday, January 2.....	3,800	33,500

CANADIAN LIVESTOCK PRICES

BUTCHER STEERS.

Up to 1,050 lbs.

Top prices	Week ended Dec. 26.	Last week.	Same week, 1934.
Toronto	\$ 7.00	\$ 6.50	\$ 6.00
Montreal	6.25	5.50	5.00
Winnipeg	5.75	6.00	4.75
Calgary	5.00	5.00	4.00
Edmonton	5.00	5.00	4.25
Prince Albert	4.25	3.50	3.00
Moose Jaw	4.25	5.50	3.25
Saskatoon	3.50	3.50	3.50

VEAL CALVES.

Toronto	\$10.50	\$10.75	\$ 8.50
Montreal	10.00	9.50	7.50
Winnipeg	8.00	8.50	7.00
Calgary	5.00	4.50	3.50
Edmonton	5.50	5.50	4.00
Prince Albert	4.25	4.00	.....
Moose Jaw	5.00	5.00	4.00
Saskatoon	5.50	6.00	4.00

SELECT BACON HOGS.

Toronto	\$ 9.25	\$ 8.85	\$ 9.00
Montreal	8.90	8.90	8.75
Winnipeg	7.85	8.00	7.60
Calgary	7.60	7.75	7.25
Edmonton	7.65	7.65	7.25
Prince Albert	7.45	7.60	7.20
Moose Jaw	7.60	7.75	7.35
Saskatoon	7.35	7.60	7.25

GOOD LAMBS.

Toronto	\$ 9.25	\$11.50	\$ 7.00
Montreal	8.00	8.25	6.75
Winnipeg	7.50	7.50	6.00
Calgary	6.75	6.75	5.25
Edmonton	7.00	7.00	5.50
Prince Albert	6.25	6.25	5.00
Moose Jaw	6.50	6.50	5.90
Saskatoon	6.00	6.50	4.85

NEW YORK LIVESTOCK

Receipts week ended Dec. 28, 1935:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	4,055	6,516	3,655	24,580
Central Union	1,148	1,191	.....	10,658
New York	92	2,852	19,335	12,024
Total	5,295	10,559	22,990	47,262
Previous week	5,884	12,307	19,600	40,929
Two weeks ago	7,469	14,313	24,535	47,710

SLAUGHTER REPORTS

Special reports to THE NATIONAL PROVISION-
ER.

	CATTLE.		
	Week ended Dec. 28.	Prev. week.	Cor. week, 1934.
Chicago	22,492	26,183	23,918
Kansas City	14,494	22,004	29,927
Omaha	14,493	14,987	13,789
East St. Louis	17,527	26,964	8,093
St. Joseph	6,135	9,929	5,641
Sioux City	9,223	10,618	6,268
Wichita	2,071	4,173	1,537
Fort Worth	.....	9,949	.....
Philadelphia	1,732	2,173	1,525
Indianapolis	1,324	1,423	1,847
New York and Jersey City	6,963	8,405	8,032
Oklahoma City	4,874	9,707	7,567
Cincinnati	2,000	3,523	5,954
Denver	3,126	4,844	4,936
St. Paul	8,349	10,588	5,718
Milwaukee	2,306	4,051	3,416
Total	117,139	166,521	127,678

HOGS.		
Chicago	70,704	96,089
Kansas City	21,600	28,429
Omaha	15,482	20,844
East St. Louis	31,786	44,325
St. Joseph	11,907	16,321
Sioux City	12,556	14,763
Wichita	2,007	2,707
Fort Worth	.....	8,222
Philadelphia	11,205	12,656
Indianapolis	4,517	10,498
New York and Jersey City	39,975	41,445
Oklahoma City	3,452	6,323
Cincinnati	9,592	10,715
Denver	2,955	4,320
St. Paul	17,312	29,252
Milwaukee	5,804	11,985
Total	250,914	364,894

SHEEP.		
Chicago	43,607	40,597
Kansas City	11,234	15,478
Omaha	16,300	19,711
East St. Louis	8,574	14,775
St. Joseph	20,850	18,002
Sioux City	17,274	17,764
Wichita	2,176	2,871
Fort Worth	.....	3,555
Philadelphia	2,745	4,910
Indianapolis	3,383	2,738
New York and Jersey City	56,893	56,283
Oklahoma City	1,072	1,991
Cincinnati	839	2,276
Denver	3,912	4,943
St. Paul	9,993	15,021
Milwaukee	1,219	1,839
Total	200,151	222,755

U. S. INSPECTED HOG KILL

Kill at 8 points week ended Dec. 27,
1935:

	Week ended Dec. 27.	Prev. week.	Cor. week, 1934.
Chicago	70,704	96,089	72,298
Kansas City, Kans.	21,600	28,429	21,275
Omaha	14,907	20,844	13,153
St. Louis & East St. Louis	31,786	44,325	29,696
Sioux City	11,798	14,763	10,394
St. Joseph	9,652	16,321	11,435
St. Paul	16,541	29,252	16,298
N. Y., Newark and J. C.	39,096	38,320	47,442
Total	210,084	288,343	225,871

RECEIPTS AT CHIEF CENTERS

Week ended Dec. 28, 1935:

	Cattle.	Hogs.	Sheep.
At 20 markets—			
Week ended Dec. 28	143,000	258,000	192,000
Previous week	213,000	340,000	265,000
1934	154,000	251,000	179,000
1933	121,000	443,000	223,000
1932	119,000	508,000	191,000
1931	148,000	647,000	319,000
At 11 markets:			
Week ended Dec. 28	.....	221,000	.....
Previous week	.....	281,000	.....
1934	.....	208,000	.....
1933	.....	384,000	.....
1932	.....	434,000	.....
1931	.....	585,000	.....
At 7 markets:			
Week ended Dec. 28	113,000	195,000	140,000
Previous week	144,000	245,000	176,000
1934	109,000	175,000	126,000
1933	95,000	326,000	169,000
1932	94,000	382,000	143,000
1931	118,000	528,000	268,000

FEEDER CATTLE IMPORTS GROW

Movement of cattle into United States from Mexico and Canada amounted to 32,346 head in October against imports of 14,042 head in September. The bulk of these cattle, or almost 26,000 head, were feeder stock under 700 lbs. in weight. Mexico sent in 13,800 head of these light cattle and Canada about 12,000 head. The old duty of 3 cents per pound will still be levied on such cattle from Canada after January 1, 1936, while a new duty of 2 cents per pound, under terms of the new trade agreement, will apply to 700-lb. and heavier weights.

MEAT SUPPLIES AT EASTERN MARKETS

(Reported by the U. S. Bureau of Agricultural Economics.)

	WESTERN DRESSED MEATS.		
	NEW YORK.	PHILA.	BOSTON.
STEERS, carcass			
Week ending Dec. 28, 1935	7,626	1,516	1,915
Week previous	8,708	1,797	2,183
Same week year ago	5,811	1,613	2,022
COWS, carcass			
Week ending Dec. 28, 1935	2,279	1,216	1,833
Week previous	2,101	1,544	2,205
Same week year ago	570	851	1,475
BULLS, carcass			
Week ending Dec. 28, 1935	277	309	10
Week previous	328	469	19
Same week year ago	158	299	21
VEAL, carcass			
Week ending Dec. 28, 1935	14,076	1,953	886
Week previous	11,770	2,251	592
Same week year ago	9,068	1,463	894
LAMB, carcass			
Week ending Dec. 28, 1935	29,672	9,754	12,574
Week previous	32,738	8,790	12,621
Same week year ago	22,583	8,264	11,975
MUTTON, carcass			
Week ending Dec. 28, 1935	2,134	494	638
Week previous	4,912	1,359	616
Same week year ago	47	324	430
PORK CUTS, lbs.			
Week ending Dec. 28, 1935	2,017,064	492,651	337,885
Week previous	2,131,872	426,765	237,884
Same week year ago	2,366,191	362,415	243,158
BEEF CUTS, lbs.			
Week ending Dec. 28, 1935	331,312	.....	.....
Week previous	426,349	.....	.....
Same week year ago	462,931	.....	.....
LOCAL SLAUGHTERS.			
CATTLE, head			
Week ending Dec. 28, 1935	6,893	1,732	.....
Week previous	8,405	2,173	.....
Same week year ago	8,032	1,525	.....
CALVES, head			
Week ending Dec. 28, 1935	11,962	1,216	.....
Week previous	14,226	2,616	.....
Same week year ago	11,798	1,895	.....
HOGS, head			
Week ending Dec. 28, 1935	39,975	11,205	.....
Week previous	41,445	12,656	.....
Same week year ago	44,922	14,676	.....
SHEEP, head			
Week ending Dec. 28, 1935	56,893	2,745	.....
Week previous	56,283	4,990	.....
Same week year ago	51,859	3,700	.....

**ECONOMY
DICTATES**

Roll Duck
Inside Truck Covers
Beef or Neck Wipes
Lard Press Cloths
Cheese Cloths
Scale Covers
Tarpaulins
Beef Quarter Covers
Truck Covers
Beef Bleaching Cloths
Parchment-lined Cloth Bags
Stockinette
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Bags for by-products

"America's Foremost Supplier to the Packing Industry"

BEMIS BRO. BAG CO., 420 Poplar St., St. Louis, Mo.

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terials. The prices
are right. . . .

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Dec. 28, 1935, as reported to THE NATIONAL PROVISIONER.

CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,734	2,338	5,798
Swift & Co.	2,989	2,312	5,798
Morris & Co.	1,718	...	5,778
Wilson & Co.	4,056	1,824	8,439
Anglo-Amer. Prov. Co.	754	...	...
G. H. Hammond Co.	1,978	...	...
Shippers	8,594	20,531	12,869
Others	6,293	14,019	11,068

Brennan Pkg. Co., 1,581 hogs; Western Pkg. Co., Inc., 1,739 hogs; Agar Pkg. Co., 3,528 hogs.
Total: 30,115 cattle; 4,055 calves; 47,872 hogs; 54,290 sheep.

Not including 971 cattle, 551 calves, 33,255 hogs and 2,216 sheep bought direct.

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,170	514	1,328	3,017
Cudahy Pkg. Co.	1,649	657	632	2,580
Morris & Co.	1,416	403	...	1,978
Swift & Co.	1,527	866	2,191	1,802
Wilson & Co.	1,687	378	611	2,015
Kornblum & Son.	746	...	...	...
Independent Pkg. Co.	...	...	91	...
Others	2,034	47	3,310	42

Total11,529 2,865 8,183 11,234

Not including 18,903 hogs bought direct.

OMAHA.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	4,227	5,102	4,249	...
Cudahy Pkg. Co.	3,302	3,040	5,814	...
Dold Pkg. Co.	644	3,310	...	...
Morris & Co.	1,090	91	1,526	...
Swift & Co.	4,427	2,750	4,908	...
Others	...	13,755	...	...

Eagle Pkg. Co., 9 cattle; Geo. Hoffman Pkg. Co., 41 cattle; Grt. Omaha Pkg. Co., 41 cattle; Lewis Pkg. Co., 317 cattle; Omaha Pkg. Co., 79 cattle; J. Roth & Sons, 57 cattle; So. Omaha Pkg. Co., 40 cattle; Lincoln Pkg. Co., 285 cattle; Wilson & Co., 188 cattle.
Total: 14,756 cattle and calves, 28,057 hogs and 15,097 sheep.

Not including 1,113 sheep received direct by packers through stock yards.

EAST ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,980	1,945	1,521	3,798
Swift & Co.	3,429	2,176	1,744	3,885
Morris & Co.	1,754	444	252	...
Hunter Pkg. Co.	1,354	1,239	1,214	387
Heil Pkg. Co.	...	1,350	...	...
Krey Pkg. Co.	...	544	...	...
Laclede Pkg. Co.	...	648	...	...
Shippers	3,260	4,734	21,671	475
Others	3,201	5	10,459	504

Total14,987 10,543 39,403 9,049

Not including 2,184 cattle, 2,156 calves, 25,020 hogs and 1,313 sheep bought direct.

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,255	519	6,285	13,717
Armour and Co.	2,459	531	5,682	7,213
Others	738	7	2,764	654

Total5,452 1,057 14,731 21,584

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,649	165	4,540	5,717
Armour and Co.	3,635	157	5,595	6,324
Swift & Co.	2,269	164	2,385	5,220
Shippers	2,341	11	2,683	57
Others	176	8	36	13

Total11,070 505 15,239 17,331

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	2,635	1,601	7,038	4,294
Cudahy Pkg. Co.	589	493	...	139
Swift & Co.	3,968	2,957	10,274	5,590
United Pkg. Co.	1,127	194	...	...
Others	595	16	3,994	463

Total8,944 4,961 21,306 10,456

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
S. W. Gall & Son.	...	12	...	287
Ideal Pkg. Co.	41	4	239	...
E. Kahn's Sons Co.	372	95	2,334	69
Lohrey Pkg. Co.	4	...	124	...
H. H. Meyer Pkg. Co.	11	...	1,871	...
J. Schlachter & Son	148	81	...	36
J. F. Schroth Pkg. Co.	12	...	2,637	...
J. F. Stegner & Co.	258	91	...	...
Shippers	223	88	2,231	...
Others	885	390	208	175

Total1,954 761 9,444 567

Not including 543 cattle and 2,174 hogs bought direct.

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	1,547	632	1,507	559
Wilson & Co.	1,531	923	1,507	611
Others	190	28	337	3

Total3,268 1,573 3,351 1,072
Not including 33 cattle and 101 hogs bought direct.

DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Armour and Co.	606	170	1,049	9,041
Swift & Co.	681	153	855	2,796
Shippers	...	...	3,478	...
Others	1,534	244	1,005	3,437

Total3,101 567 6,458 15,274
Not including 2,303 hogs bought direct.

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Kingman & Co.	1,317	343	3,816	3,245
Armour and Co.	743	108	1,426	46
Hilgemier Bros.	5	...	758	...
Schusler Pkg. Co.	19	...	60	...
Moler Pkg. Co.	95	...	114	...
Indiana Prov. Co.	...	15	92	...
Maass Hartman Co.	30	...	...	...
Art Wabnitz	6	46	...	22
Shippers	1,263	587	12,590	10,169
Others	394	18	71	717

Total3,872 1,119 18,827 14,199

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,261	2,891	5,742	1,016
Armour and Co.	547	1,554	...	...
N. Y. B. D. M. Co.	18	...	...	...
R. Gunz & Co.	28	...	...	1
Shippers	144	23	44	11
Others	489	396	36	191

Total2,487 4,834 5,822 1,219

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	720	354	996	2,167
Jacob Dold Pkg. Co.	397	35	689	9
Wichita D. B. Co.	...	...	...	...
Dunn-Ostertag	53	...	...	...
F. W. Dold & Sons	113	...	241	...
Sunflower Pkg. Co.	30	...	81	...
Sowest Beef Co.	29	...	...	...

Total1,351 389 2,007 2,176

Not including 331 cattle bought direct.

RECAPITULATION.

	CATTLE.	Calves.	Hogs.	Sheep.
Chicago	30,115	33,663	31,410	...
Kansas City	11,529	15,970	24,168	...
Omaha	14,756	16,181	13,122	...
East St. Louis	14,987	18,967	7,024	...
St. Joseph	5,452	5,623	4,940	...
Sioux City	11,070	11,289	6,945	...
Oklahoma City	3,268	6,359	5,604	...
Wichita	1,351	2,641	1,056	...
Denver	3,101	5,759	5,477	...
St. Paul	8,944	11,469	6,823	...
Milwaukee	2,487	4,307	3,451	...
Indianapolis	3,872	4,927	4,190	...
Cincinnati	1,954	3,070	2,465	...
Fort Worth	...	9,949	...	...

Total112,886 149,874 116,684

HOGS.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	47,872	52,515	41,947	...
Kansas City	12,121	17,938	20,231	...
Omaha	28,057	29,537	28,946	...
East St. Louis	39,403	50,534	14,562	...
St. Joseph	14,731	17,732	9,815	...
Sioux City	15,239	17,145	14,562	...
Oklahoma City	3,351	6,043	2,798	...
Wichita	2,007	2,707	2,228	...
Denver	6,458	7,940	4,863	...
St. Paul	21,306	24,523	15,077	...
Milwaukee	5,822	12,005	6,621	...
Indianapolis	18,927	26,128	24,063	...
Cincinnati	9,444	13,424	8,812	...
Fort Worth	...	8,222	...	...

Total220,800 280,576 187,931

SHEEP.

	Cattle.	Calves.	Hogs.	Sheep.
Chicago	54,260	52,008	49,901	...
Kansas City	11,234	15,478	9,098	...
Omaha	15,597	17,715	11,741	...
East St. Louis	9,049	14,775	5,134	...
St. Joseph	21,584	18,088	11,475	...
Sioux City	17,331	17,835	17,655	...
Oklahoma City	1,072	1,891	970	...
Wichita	2,871	2,176	1,342	...
Denver	15,274	16,943	10,789	...
St. Paul	10,458	16,221	5,790	...
Milwaukee	1,219	1,888	1,771	...
Indianapolis	14,199	11,732	12,540	...
Cincinnati	567	2,988	1,300	...
Fort Worth	...	3,555	...	...

Total174,018 193,688 139,476

CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Union Stock Yards for current and comparative periods:

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 23	13,212	1,781	16,992	7,983
Tues., Dec. 24	6,388	1,144	12,812	11,839
Wed., Dec. 25	Holiday	...	...	...
Thurs., Dec. 26	9,718	757	22,969	17,167
Fri., Dec. 27	2,471	376	22,050	11,177
Sat., Dec. 28	300	200	7,000	3,000

Total this week32,189 4,288 81,823 51,166
Previous week35,178 8,301 82,522 51,243
*Year ago32,064 5,712 77,887 53,534
Two years ago31,495 5,235 144,502 58,212

*Receipts for year ago include 3,562 cattle, 885 calves bought by government.

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 23	2,903	477	4,126	2,928
Tues., Dec. 24	2,559	334	4,583	2,538
Wed., Dec. 25	Holiday	...	...	...
Thurs., Dec. 26	2,106	267	3,874	4,769
Fri., Dec. 27	897	176	5,880	2,474
Sat., Dec. 28	100	...	500	1,000

Total this week8,565 1,254 18,963 13,709
Previous week8,740 1,261 14,020 10,915
Year ago8,131 1,065 17,035 11,959
Two years ago8,411 744 11,361 12,029

Total receipts for month and year to Dec. 28:

	—December—		—Year—	
	1935.	1934.*	1935.	1934.*
Cattle	153,579	188,115	1,951,550	2,713,224
Calves	29,777	40,872	452,880	733,053
Hogs	372,513	635,801	3,562,380	4,476,704
Sheep	102,767	247,929	2,920,995	2,986,100

*Including government owned cattle and sheep.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Dec. 28	\$10.05	\$ 9.70	\$ 4.50	\$11.50
Previous week	9.40	9.45	4.50	11.00
1934	8.15	6.55	3.10	8.50
1933	8.25	3.80	2.75	7.40
1932	5.25	3.05	1.85	5.90
1931	7.15	4.35	2.00	5.60
1930	10.35	7.90	2.85	7.70

Av. 1930-1934\$ 7.25 \$ 5.05 \$ 2.50 \$ 7.00

SUPPLIES FOR CHICAGO PACKERS.

	Cattle.	Hogs.	Sheep.
Week ended Dec. 28	23,624	62,860	37,457
Previous week	26,642	77,819	38,780
1934	20,268	63,761	38,616
1933	23,300	132,900	47,300
1932	17,861	139,140	33,414
1931	24,861	141,794	63,456

HOG RECEIPTS, WEIGHTS AND PRICES.

	No.	Avg.	—Prices—	
	Rec'd.	Wgt.	Top.	Avg.
Week ended Dec. 28..	81,800	231	\$10.20	\$ 9.70
Previous week	92,522	233	9.70	9.40
1934	77,887	218	7.25	6.85
1933	144,502	226	3.35	3.30
1932	152,069	226	3.50	3.40
1931	194,502	224	4.65	4.40
1930	158,185	227	8.50	7.80

Rail and Truck Traffic

News and Information for Packer
Transportation Departments

LIVESTOCK LOSS CLAIMS

Livestock are frequently found crippled or dead at the end of a railroad journey. A recent inquiry asks:

Editor THE NATIONAL PROVISIONER:

We have filed claims against a railroad for cattle that were either crippled or died in shipment. The railroad claim agent offers to settle for half the value of some claims, refusing to accept any responsibility for others, declaring the carrier has a veterinary's statement that animals died from natural causes and not through fault of railroad. The agent says that half the value is all the Interstate Commerce Commission allows them to pay.

We have refused to settle on this basis. Can we sue and collect?

The Interstate Commerce Commission has not now and never has had jurisdiction over loss and damage claims. Any statement to the effect that "half the value is all that the Interstate Commerce Commission allows them to pay" can only be a plain and deliberate misstatement of fact.

Animals can and do die from "natural causes" and yet the railroads may be held liable for the loss. Many cases are of record where animals have died from pneumonia, "shipping" fever, etc., yet the courts held their deaths were due to carriers' negligence.

If animals can be shown to have been in good health and good condition at time of shipment, and were dead, sick or injured when delivered at destination, the owner is justified in presenting his claim for full actual loss sustained. If not paid promptly, suit should be instituted, preferably at point of shipment.

Burden of proof is on the carrier to show the loss was caused by something beyond its control. If the railroad can prove this, it may escape the penalty. Like all suits, success depends upon the

manner of presentation and evidence adduced.

TEXAS JOINS MEAT PROGRAM

Convinced of far-reaching possibilities in stimulating greater consumption of meat and meat products, and because of endorsement of producers and livestock associations of Texas and the nation, the San Antonio, Tex., public livestock market and producers of South and West Texas have taken the initiative in Texas in cooperation with the National Live Stock & Meat Board in assisting financially the promotion of one of the state's most important industries—the livestock and meat industry—according to Jas. A. Gallagher, general manager, Union Stock Yards Co., San Antonio. Voluntary contributions, amounting to from 1c per head down, depending on class of livestock marketed, will become effective January 1, and packers will match contributions of producers. All packers, buyers, marketing agencies and the Union Stock Yards Co. are cooperating in San Antonio.

A similar arrangement will become effective at Dallas and Fort Worth on January 15, and it is anticipated that Houston interests will soon participate in the program. Coincident with participation of Texas in the endeavors of the National Live Stock and Meat Board comes the announcement that San Antonio, Ft. Worth, Dallas and Houston are scheduled to benefit by the board's schools of meat cookery and meat lecture demonstrations during February.

MORE FEED CATTLE IN WEST

A material increase in cattle feeding during the winter season of 1935-36 compared with small feeding operations a year earlier is indicated by available information, the U. S. Bureau of Agricultural Economics reports. While feeding is on an increased scale in practically all states, largest relative increases are in some Western states.

Shipments of stocker and feeder

cattle from stockyard markets into Corn Belt states in November were over 50 per cent larger than small shipments in November last year, but smaller than in any other November since 1919. Total of shipments for five months, July to November, was nearly 10 per cent larger this year than last. Proportion of five months total going into Eastern Corn Belt was about same this year as last but much larger than in any other year of record. Shipments into Eastern Corn Belt this year were large compared with average of last ten years while those into Western Corn Belt were much smaller than the 10 year average.

Direct shipments of feeder cattle not going through public markets, especially into Western Corn Belt, were considerably greater this year than last. Reports from nearly all of Corn Belt states indicate that large quantities of soft and low grade corn, and low prices offered for such corn, apparently were inducing many farmers in this area to feed cattle.

Reports from the Western states, based on fairly complete surveys of feeding areas in most states, show there will be a large increase in cattle feeding in those states this year. Increases will be especially large in all Inter-mountain and Pacific Coast states. Cattle feeding in Colorado will also be on a much larger scale this year than last. A considerable increase in other Rocky Mountain states is reported. Many more cattle will also be fed for market in Texas this season than in the 1934-35 season.

FEWER LIVESTOCK IN CANADA

Livestock numbers in Canada in June, 1935, were smaller than in the same month in 1934, the annual census reveals. Decrease in hogs amounted to about 3 per cent, but was smaller for cattle and sheep. Census reports the following numbers in June, 1934 and 1935:

	1935.	1934.
Cattle	8,820,600	8,951,900
Sheep	3,388,100	3,421,100
Swine	3,549,200	3,654,000

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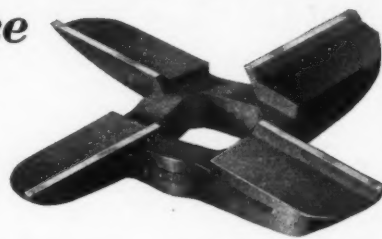
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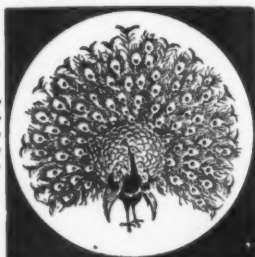
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● There is a variety for every taste... for every nationality. A complete line. Shown here are:

● 1. Salami

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● 2. Thüringer

● 5. Peperoni

● 3. Genoa Salami

OMAHA PACKING COMPANY :: CHICAGO

Up and down the



MEAT TRAIL

Meat Packing 40 Years Ago

(From The National Provisioner, Jan. 4, 1896.)

Outlook for 1896 in the provision trade was distinctly brighter—"if politics and the politicians will let it, or rather general business, alone," said the commentator. (Strange coincidence—1896 and 1936.)

Average prices per cwt. on hogs at Chicago during 1895 ranged from a high of \$5.00 in March to a low of \$3.50 in December. Average price for the year was about \$4.30, against \$5.05 in 1894 and \$6.60 in 1893.

Highest monthly average price on native steers at Chicago at \$5.00 was made in March, 1896, and lowest average at \$3.65 in December. For the year the average was \$4.50, against \$4.20 in 1894 and \$4.45 in 1893.

Des Moines Union Stock Yards were formally opened for business on December 23.

Eichel & Weil, Evansville, Ind., formally celebrated the opening of their new plant.

Stedman Foundry & Machine Works, Aurora, Ind., began advertising of their grinding equipment in this issue of THE NATIONAL PROVISIONER.

Berthold Levi, of Berth. Levi & Co., and S. Oppenheimer, of S. Oppenheimer & Co., both well-known casings dealers, were visitors in Chicago.

MEAT PACKING 25 YEARS AGO

(From The National Provisioner, Jan. 7, 1911.)

Year 1910 was a hard one for pork packers. Winter slaughter at Cincinnati was the smallest for 65 years, 20 per cent below previous season and 22 per cent below 10-year average. Hog prices were 40 per cent higher than previous winter season. For the summer season slaughters were 15 per cent below previous year, with hogs 25 per cent higher than summer before. Total Western slaughter for the year was 20 per cent short.

Native steer hides sold at 13¼c Chicago; city calfskins, 16c.

Swift & Company increased its capital stock from 60 to 75 million dollars. Gross sales for the year exceeded 250 million dollars.

New plant of E. H. Stanton Co., Spokane, Wash., was about ready to open.

New packing plants incorporated were Washington Packing Co., Washington, Pa.; Dyer Packing Co., Vincennes, Ind.; Blue Ridge Packing Co., Roanoke, Va. Savannah Stock Yards & Cold Storage Co., Savannah, Ga., had plans for an abattoir and sausage factory.

Charles G. Schmidt was re-elected president of the Cincinnati Butchers' Supply Co.; A. W. Gaddum, vice president; John J. Dupps and Gustav Schmidt, directors.

Carl Aldrich, Morton-Gregson Co., Nebraska City, Neb., and Mrs. Aldrich celebrated their 25th wedding anniversary.

CHICAGO NEWS OF TODAY

Purchases of livestock at Chicago by principal packers for the first four days of this week totaled 20,575 cattle, 4,567 calves, 24,113 hogs and 26,506 sheep.

Jay C. Hormel, president, Geo. A. Hormel & Co., Austin, Minn., was a visitor in Chicago this week.

C. C. Reinert, superintendent, Krey Packing Co., St. Louis, Mo., was a Chicago visitor this week.

Thomas E. Ryan, Chicago hide inspection bureau, Commodity Exchange, Inc., is expected home shortly after a two weeks' vacation trip to Bermuda.

After 44 years' service with Armour and Company, Frederick W. Ellis, vice president in charge of transportation, retired on pension, effective Dec. 31. Mr. Ellis reached the usual retirement age several years ago, but was prevailed upon to continue at his post. He has long been known as a leading authority on traffic subjects. He will be succeeded by his assistant, John B. Scott, who has been with the company for 34 years.

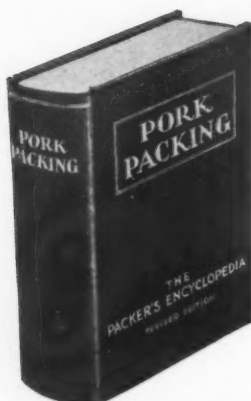


G. C. Shepard, former vice president Cudahy Packing Co. and assistant AAA administrator, sailed with Mrs. Shepard from New York this week on the ss. Santa Clara for a tour of the West coast of South America, via the Pan-



CHECKING HOLIDAY HAM ORDERS.

George A. Hess personally attends to checking of holiday ham orders at plant of Oswald & Hess Co., Pittsburgh, Pa., with assistance of Gertrude Geib. Hams are wrapped in parchment of holiday design. (Pittsburgh Sun-Telegraph photo.)



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This book shows the pork packer how to operate to best advantage, how to make operations efficient, get highest possible yields from products. Discusses important factors in departmental operation—has many important figured tests for increasing profits!

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ama Canal. They will spend some time on the Pacific Coast and in Arizona on their return.

R. C. Pollock, general manager, National Live Stock and Meat Board, spent the Christmas holidays at Martinsburg, Ia., and visited the John Morrell & Co. plant at Ottumwa, Ia., before returning to Chicago.

Ted Tod, advertising department, Wilson & Co., is now on a 5-month tour in charge of publicity for the company's six-horse team. This world's champion team will be on exhibition throughout the country, showing first at Dallas, Tex.

COUNTRYWIDE NEWS NOTES

Margaret S. Durr, widow of Christian A. Durr, founder of the C. A. Durr Packing Co., Utica, N. Y., passed away on December 24 at the Utica Memorial hospital after an illness of several months. She always took a keen interest in the business and was well-known both in packing and retail meat trade circles. Mr. Durr died in 1921.

H. S. Culver, president, Plankinton Packing Co., Milwaukee, Wis., retired on January 1 on pension, after 42 years



of continuous service in the industry. Mr. Culver began in 1893 with Viles & Robbins in Chicago. When that company was taken over by the National Packing Co. he was made manager of the Omaha plant, and on acquisition of the Plankinton com-

pany in 1913 he went to Milwaukee as general manager. After 5 years there he joined the Swift executive forces at Chicago, returning in 1930 to Milwaukee as president of the Plankinton company, a Swift affiliate. Fine livestock has been one of his chief interests and he has been active in the work of the 4H Clubs. He is widely known throughout the industry. He and Mrs. Culver plan to live in the Southwest.

Eleventh annual banquet of plant foremen's club of John Morrell & Co., Ottumwa, Ia., was attended by more than 200, and addressed by Geo. M. Foster, who recalled interesting developments under Morrell auspices, including hog cholera serum, dog food and the latest Morrell development, Prido shortening. He gave manager R. M. Outhwaite of Topeka credit for the dog food idea, and chief chemist Dr. C. E. Gross for the shortening development. B. E. Winger was toastmaster.

Work will be started immediately on improvements at the Moultrie, Ga., plant of Swift & Company. A four-story curing building will be erected and size of present hide cellars doubled.

T. W. Coffey, manager of the Swift & Company refinery at Harvery, La., for almost 25 years, passed away recently.

R. G. Akin, central division sales supervisor, John Morrell & Co., Ottumwa, Ia., has been made assistant to J. R. Hinsey in promotion of sales of Prido, the new Morrell shortening. Mr. Akin began in 1930 as a salesman at Omaha.

Kentucky Independent Packing Co. has purchased the former plant of Munns Bros., Lexington, Ky., and will spend approximately \$100,000 in remodeling and modernizing. Plans for remodeling have been approved by the U. S. Bureau of Animal Industry.

Marshall Packing Co., Marshalltown, Ia., is enlarging its stock barns and pens and will enlarge its operations to include extensive handling of stockers and feeders. A new sausage department will also be constructed and provided with modern equipment.

NEW YORK NEWS NOTES

Those on mid-winter vacations at the United Dressed Beef Company organizations are L. R. Stern, beef sales department, who will spend a month in Mexico City; W. J. Wilson, lamb sales department, who is motoring to Florida to spend a month basking in a friendly sun, and B. V. Traynor, veal sales and executive department, who is spending a week in snow-covered New York city.

George H. Stillman has resumed management of Swift & Company's Brooklyn market located in Fort Greene Place. Mr. Stillman is widely known throughout the Brooklyn trade and his many friends in that section are glad to welcome him back.

R. B. Neff, beef department, Swift & Company, central office, is recuperating

from a severe cold, with complications that kept him confined to his home for several weeks. W. M. Murdock, manager, Swift Williamsburg market, has just returned from a month's leisure and sunning at Miami Beach, Florida.

L. Bartenstein, construction department, Wilson & Co., Chicago, was in New York for a few days last week.

B. A. Braun, vice president and general manager, Jacob Dold Packing Company, Buffalo, has returned to his activities following several weeks of rest. His friends are happy to know that he will enter the New Year so much improved in health.

W. C. Sherman, insurance department, Wilson & Co., Chicago, was a visitor to New York last week. Valentine Heckler, refinery department, Wilson & Co., New York, spent the Christmas holidays with members of his family at Richmond, Va.

NEW CASINGS CONCERN

Edward G. Hinton and Maurice Ettlinger have formed a new company under the name of Ettlinger Casing Co. of New York. They will specialize in sheep and hog casings and carry on an import as well as export business. Maurice Ettlinger has been for many years well-known in the casing industry, and with his European connections the company is assured a constant supply of merchandise of every type and of best quality. Ed Hinton has for many years been a well-known packinghouse operating executive, and the combination should prove successful in the operation of the new business. Mr. Hinton will be president of the company and Mr. Ettlinger secretary and treasurer. The office and plant will be located at 239-243 Eleventh avenue, New York City.



SAUSAGE SUPPLIES BY AIR.

When packers and sausage-makers want anything, they want it quick. The latest effort at quick service is that of Griffith Laboratories, Chicago, in establishing an air express service. First emergency shipment was that to Peters Packing Co., McKeesport, Pa., when a spice consignment by Transcontinental & Western airplane reached the plant 3½ hours after the long-distance phone order was received. Left to right—R. R. Dwyer, traffic manager, Griffith Laboratories; vice president M. C. Phillips; E. E. Kelsey, TWA agent (in plane); vice president F. W. Griffith.



For the Retail Meat Dealer



Cutting BAD DEBT Losses

● How One Dealer Keeps
Credit Customers Paid-up—and Happy

CREDIT needn't spell "grief" for the retail meat dealer.

Profitable credit trade with a minimum of collection bother and bad debt loss is based on careful selection of credit customers, plus firm control over their accounts, according to the experience of the Wolfer-Cahill Market & Grocery, Ft. Collins, Colo.

"Seventy-five per cent of our sales are on credit," declares J. B. Cahill, manager of the market.

"Grief? I don't have any! How much time do I give to follow-up each month? Only a few hours."

The bad debt loss of this store, which good credit policy has built into one of the outstanding food businesses in Colorado, is well inside of one-half of 1 per cent.

Credit Customers Stay

"The credit customer stays with us," continued Mr. Cahill. "Of this year's credit sales, fully 75 per cent will be to customers we had last year. We have had many customers from 10 to 15 years, some even longer. Our cash customers are like all cash customers—they are with us today—gone tomorrow. Their turnover is as high as our credit account turnover is low."

The credit system of this store, outstandingly successful in reducing credit operating expense to a low point, begins with enforcement of very strict standards for credit applicants. Every applicant, except for customers of known high credit rating, must fill out an application for credit which is reproduced on this page. Occupation, permanent or otherwise, residence and employment, family facts, other charge accounts, references, maximum credits required, etc., are principal data required.

The next step is to obtain a report on the applicant from the local credit bureau. Unless available information establishes strong probability, and usually virtual certainty, of satisfactory performance, the account is declined as tactfully as possible. Strictness of the store's attitude is indicated by fact that 50 per cent of 1934 applications were declined. It is this pre-

liminary sifting-out that assures inexpensive follow-up, even though 75 per cent of sales are credit. The rank and file customers are people of character with adequate and permanent income; business men, whose credit standing is satisfactory; and farmers, carefully chosen.

Setting the Time Basis

The applying customer is asked to indicate how he wishes to pay his account. About 90 per cent are on a monthly basis and are sent statements; 5 per cent pay weekly, or bi-weekly. These latter customers pay at the store, no statements being sent. Another 5 per cent are farm accounts on 90-day terms. Three out of four customers on the weekly or bi-weekly basis have asked for this plan; the fourth customer was placed on that basis because of the individual circumstances.

Shortly before the first of the month, Mr. Cahill calls in an office assistant, and goes through the ledger. At his dictation, the assistant takes off a special alphabetical listing of accounts receivable, Mr. Cahill using a code for his follow-up policies. The character, O, means, "dead account." This is a charge-off, and no current attention will be given to it. A simple check mark means the account is to have follow-up. As payments are made through the month, they are recorded on the list; if exact, amount is checked off, if less or more, amount paid is shown.

Collection Methods That Work

No system of follow-up letters is used but two methods which, more than any other (in addition to the careful opening of accounts), explain the remarkably small collection time required, are as follows:

WOLFER'S MARKET AND GROCERY		
137 South College	TWO STORES	650 South College
APPLICATION FOR CREDIT		
Fort Collins, Colorado.		193
Name _____		
Address _____		
Former Address _____		
Occupation _____		
Where Employed _____		How Long _____
Married or Single _____		
Number in Family _____		
Formerly dealt with: 1 _____		
2 _____		
3 _____		
Maximum Credit Required _____		
References: 1 _____		
2 _____		
3 _____		
This Credit to be extended Weekly _____ Bi-Weekly _____ Monthly _____		
Approved _____		

BASING CREDIT EXTENSION ON FACTS

Correct credit methods—or credit mistakes—begin with customer's application. Getting ALL the facts allows dealer to judge whether applicant will be a good credit customer.

1. Collection time is not wasted on "perfectly good" customers who will pay in due course.

2. Main follow-up is by a telephone message to the customer. This is a simple request that the customer call at once for a talk with the store manager.

The request to call is phenomenally successful in saving time and getting results. Many customers pay immediately. If they come to the office instead, the manager can almost always obtain a promise to pay, or even a payment. If circumstances justify such a course he does not hesitate to talk frankly to the customer, and so earnestly that a disposition to "stall" evaporates.

The small number of customers who evade the request, and stay away, are followed-up with a personal conversation by telephone; or, if it is impossible, by a personal visit to the home.

Firmness is Best Policy

A determined attitude goes a long way towards effecting a collection. Mr. Cahill declares, frankly, "I do not use collection services or lawyers; if an account can be collected, I can collect it myself, and better than an outsider, and save expense."

If it is necessary to bring suit, he goes to a justice of the peace, signs necessary papers, makes the usual deposit. In the great majority of cases, appearance of a constable, with papers, is sufficient; the customer finds the money. If he visits the store, his payment is declined, and he is informed he must pay it in court. And when he pays, he also pays the costs which the store has advanced.

Most customers meet their accounts promptly so that well over 80 per cent of a month's receivables are collected during the month. The store seldom finds it necessary to close an account for non-payment. There were hardly half a dozen such cases in 1934.

The Wolfer-Cahill "system" as it stands today is a product of years of study and experience. The store has always featured quality foods and service, which produced such good will that the customer group adjusted itself to business-like credit and collection policies.

NEWS OF THE RETAILERS

Berg & Nash have purchased meat market from N. Bulten, 652 Wealthy st., Grand Rapids, Mich.

George Loomis has engaged in meat business, corner of N. Butler blvd. and Genesee st., Lansing, Mich.

Community Service grocery, which operates food stores in Highland Park, Lake Forest and Hubbard Woods, Ill., has purchased Meyer Wolf's grocery and meat market, 830 Foster st., Evanston, Ill.

Adolph Zellner will open new meat market, Kenyon, Minn.

Fred Bunnell has purchased interest of John James in Central Meat Market, Hesperia, Mich.

J. H. D. Boucher has opened meat market, Willow City, N. D.

Leo Frank has purchased grocery and meat market from Dahl Brothers, Colman, S. D.

Pay's-U-Go, Inc., grocery and meat market, has been incorporated for \$25,000 in Billings, Mont., by C. L. and Myrtle E. Norman and Charles Chaufly.

New meat markets have been started in Los Angeles, Calif., by: J. A. Anderson at 1277 Cypress ave. and William Schubert at 1327 N. Western ave.

Hansen Meat Shop has opened for business, 1259 Divisadero, San Francisco, Calif.

Hoffman Meat Market, Gordonville, Va., was destroyed in recent fire.

MEAT REDUCING DIET

Importance of meat in weight-reduction diets was given emphasis at the meeting in St. Louis of the American Association for the Advancement of Science and associated societies. Wax models showing the foods in a typical day's reducing menu, loaned by the National Live Stock and Meat Board, were given prominence in the exhibit of the American Dietetic Association. The weight-reduction menu was one worked out in studies made by Dr. L. K. Campbell of Rush Medical College, Chicago, under the sponsorship of the Board, who proved that the use of a high-protein diet liberal in meat is an effective way of losing weight. Dr. Campbell tried out this diet with a large number of persons, whose average weight losses were 10 pounds per month.

WHOLESALE DRESSED MEAT PRICES

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on January 2, 1936:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef:				
STEERS:				
(1) (300-500 lbs.) choice.....	\$15.50@17.00		\$16.50@18.00	
Good.....	12.50@15.50		13.00@16.50	
Medium.....	11.00@12.50		11.00@13.00	
Common.....	10.50@11.00		10.50@11.00	
STEERS:				
(500-600 lbs.) prime.....	17.50@18.50		18.50@20.50	
Choice.....	15.50@17.00		16.50@18.50	18.00@19.00
Good.....	12.50@15.50		13.50@16.50	15.00@17.00
Medium.....	11.00@12.50			1" 100% 1" 100%
Common.....	10.00@11.00		11.00@11.50	
STEERS:				
(600-700 lbs.) prime.....	18.00@19.00		18.50@20.50	
Choice.....	15.50@17.50		17.00@18.50	18.00@19.00
Good.....	13.00@15.50		13.50@17.00	15.00@17.00
Medium.....	10.50@13.00	12.00@13.50	11.00@13.00	13.00@15.00
STEERS:				
(700 lbs. up) prime.....	18.50@19.50	18.50@19.50	18.50@20.50	
Choice.....	16.00@18.00	17.00@18.50	17.00@18.50	18.00@19.00
Good.....	13.50@16.50	14.00@16.50	14.00@17.00	15.00@17.00
COWS:				
Choice.....				
Good.....	10.00@11.50	10.50@11.50	11.00@12.00	12.00@12.50
Medium.....	9.50@10.00	10.00@10.50	10.00@11.00	11.00@12.00
Common.....	9.00@ 9.50	9.50@10.00	9.50@10.00	10.00@11.00
Fresh Veal and Calf:				
VEAL:				
(2) choice.....	16.00@17.00	17.00@18.00	17.00@19.00	17.00@18.00
Good.....	15.00@16.00	16.00@17.00	16.00@17.00	16.00@17.00
Medium.....	13.00@15.00	14.00@16.00	13.50@16.00	14.00@16.00
Common.....	11.00@13.00	12.00@14.00	11.50@13.50	12.00@14.00
CALF:				
(2) (3) good.....	12.50@13.50		14.00@15.50	
Medium.....	11.00@12.50		12.00@14.00	
Common.....	10.00@11.00		10.50@12.00	
Fresh Lamb and Mutton:				
LAMB:				
(38 lbs. down) choice.....	18.50@19.00	20.00@21.00	19.00@20.00	20.50@21.00
Good.....	17.50@18.50	19.00@20.00	18.00@19.00	20.00@20.50
Medium.....	16.50@17.50	18.00@19.00	17.00@18.00	19.00@20.00
Common.....	15.50@16.50	17.00@18.00	16.00@17.00	18.00@19.00
LAMB:				
(39-45 lbs.) choice.....	18.50@19.00	19.50@20.50	18.50@20.00	20.50@21.00
Good.....	17.50@18.50	18.50@19.50	18.00@19.00	20.00@20.50
Medium.....	16.50@17.50	17.50@18.50	17.00@18.00	19.00@20.00
Common.....	15.50@16.50	16.50@17.50	16.00@17.00	18.00@19.00
LAMB:				
(46-55 lbs.) choice.....	17.50@18.50	19.00@20.00	18.00@19.00	19.00@19.50
Good.....	17.00@18.00	18.00@19.00	17.00@18.00	18.50@19.00
MUTTON:				
(Ewe) (70 lbs. down) good.....	9.00@10.00	9.50@10.50	10.00@11.50	10.00@11.00
Medium.....	8.00@ 9.00	8.50@ 9.50	8.50@10.00	9.00@10.00
Common.....	7.00@ 8.00	7.50@ 8.50	7.50@ 8.50	8.00@ 9.00
Fresh Pork Cuts:				
LOINS:				
8-10 lbs. avg.....	21.00@22.50	23.00@24.00	22.00@23.50	22.00@24.00
10-12 lbs. avg.....	21.00@22.50	22.50@23.50	22.50@23.50	22.00@24.00
12-15 lbs. avg.....	20.00@21.50	22.00@23.00	20.50@22.00	21.00@22.00
16-22 lbs. avg.....	18.50@19.50	19.50@21.50	19.00@22.00	20.00@21.00
SHOULDERS: N. Y. Style: Skinned:				
8-12 lbs. avg.....	16.50@17.50		19.00@20.00	19.00@20.00
PICNICS:				
6- 8 lbs. avg.....		18.00@19.00		
BUTTS: Boston Style:				
4- 8 lbs. avg.....	18.50@20.50		22.00@23.50	21.00@23.00
(1) Includes heifer 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.				

CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS

Carcass Beef.			Cor. week, 1934.		
Week ended Dec. 31, 1933.					
Prime native steers—			14 1/2 @ 15 1/2		
400-600	20	@ 20 1/2	13 1/2 @ 14 1/2		
600-800	19 1/2	@ 20 1/2	15 1/2 @ 16		
800-1000	19 1/2	@ 20 1/2			
Good native steers—					
400-600	18	@ 18 1/2	12 1/2 @ 13 1/2		
600-800	18	@ 18 1/2	13 @ 14		
800-1000	17 1/2	@ 18	13 @ 14		
Medium steers—					
400-600	13 1/2	@ 14 1/2	11 @ 12		
600-800	14	@ 15	13 @ 13 1/2		
800-1000	15	@ 15 1/2	12 1/2 @ 13 1/2		
Heifers, good, 400-600	14 1/2	@ 15	12 @ 13		
Cows, 400-600	9 1/2	@ 11 1/2	6 @ 8		
Hind quarters, choice	25	@ 25	@ 20 1/2		
Fore quarters, choice	16	@ 16	@ 12		

Beef Cuts.

	unquoted	unquoted
Steer loins, prime	unquoted	unquoted
Steer loins, No. 1	@ 35	@ 31
Steer loins, No. 2	@ 31	@ 25
Steer short loins	unquoted	unquoted
Steer short loins, No. 1	@ 48	@ 42
Steer short loins, No. 2	@ 41	@ 32
Steer loin ends (hops)	@ 20	@ 20
Steer loin ends, No. 2	@ 22	@ 19
Cow short loins	@ 16	@ 14
Cow loin ends (hops)	@ 14	@ 10
Steer ribs, prime	unquoted	unquoted
Steer ribs, No. 1	@ 26	@ 22
Steer ribs, No. 2	@ 23	@ 12
Cow ribs, No. 3	@ 10	@ 7
Steer rounds, prime	unquoted	unquoted
Steer rounds, No. 1	@ 14	@ 11 1/2
Steer rounds, No. 2	@ 13 1/2	@ 11
Steer chucks, prime	unquoted	unquoted
Steer chucks, No. 1	@ 12 1/2	@ 10
Steer chucks, No. 2	@ 12	@ 9 1/2
Cow rounds	@ 12	@ 7 1/2
Cow chucks	@ 10 1/2	@ 6
Steer plates	@ 12 1/2	@ 9
Medium plates	@ 10 1/2	@ 9
Briskets, No. 1	@ 16 1/2	@ 13 1/2
Steer navel ends	@ 12	@ 7
Cow navel ends	@ 10	@ 4
Fore shanks	@ 9	@ 7 1/2
Hind shanks	@ 5 1/2	@ 4 1/2
Strip loins, No. 1	@ 50	@ 52
Strip loins, No. 2	@ 40	@ 42
Steerloin butts, No. 1	@ 26	@ 23
Steerloin butts, No. 2	@ 18	@ 17
Beef tenderloins, No. 1	@ 70	@ 70
Beef tenderloins, No. 2	@ 60	@ 60
Rump butts	@ 12 1/2	@ 19
Flank steaks	@ 22	@ 18
Shoulder clods	@ 13	@ 8 1/2
Hanging tenderloins	@ 12	@ 8
Insides, green, 5@6 lbs.	@ 13	@ 10 1/2
Outsides, green, 5@6 lbs.	@ 13	@ 9 1/2
Knuckles, green, 5@6 lbs.	@ 10	@ 10

Beef Products.

Brains (per lb.)	@ 8	@ 7
Hearts	@ 10	@ 10
Tongues	@ 18	@ 14
Sweetbreads	@ 20	@ 18
Ox-tail, per lb.	@ 12	@ 8
Fresh tripe, plain	@ 10	@ 4
Fresh tripe, H. C.	@ 12 1/2	@ 8
Livers	@ 18	@ 13
Kidneys, per lb.	@ 11	@ 8

Veal.

Choice carcass	@ 17 1/2	12 @ 13
Good carcass	@ 15	10 @ 11
Good saddles	@ 18	12 @ 15
Good racks	@ 13	9 @ 11
Medium racks	@ 10	@ 6

Veal Products.

Brains, each	@ 12	@ 10
Sweetbreads	@ 34	@ 25
Calf livers	@ 45	@ 30

Lamb.

Choice lambs	@ 19	@ 18
Medium lambs	@ 18	@ 16
Choice saddles	@ 22	@ 20
Medium saddles	@ 21	@ 18
Choice fores	@ 16	@ 14
Medium fores	@ 15	@ 12
Lamb fries, per	@ 25	@ 23
Lamb tongues, per lb.	@ 12	@ 15
Lamb kidneys, per lb.	@ 20	@ 15

Mutton.

Heavy sheep	@ 7	@ 5
Light sheep	@ 10	@ 7
Heavy saddles	@ 9	@ 7
Light saddles	@ 12	@ 10
Heavy fores	@ 4	@ 3
Light fores	@ 9	@ 6
Mutton legs	@ 13	@ 12
Mutton loins	@ 8	@ 9
Mutton stew	@ 7	@ 3
Sheep tongues, per lb.	@ 12 1/2	@ 12
Sheep heads, each	@ 10	@ 10

Fresh Pork, etc.

Pork loins, 8@10 lbs. avg.	@ 22 1/2	@ 19
Picnics	@ 17	@ 11
Skinned shoulders	@ 18	@ 14
Tenderloins	@ 36	@ 30
Spare ribs	@ 16 1/2	@ 11
Back fat	@ 16 1/2	@ 14
Boston butts	@ 20	@ 18
Boneless butts, cellar trim.		
2@4	@ 24	@ 21
Hocks	@ 14	@ 10
Tails	@ 15	@ 10
Neck bones	@ 6	@ 4 1/2
Slip bones	@ 14	@ 9
Blade bones	@ 14	@ 10
Pigs' feet	@ 6	@ 4
Kidneys, per lb.	@ 11	@ 8
Livers	@ 12	@ 8 1/2
Brains	@ 12	@ 8
Ears	@ 8	@ 5
Snouts	@ 12 1/2	@ 7
Heads	@ 8 1/2	@ 6
Chitterlings	@ 7	

DOMESTIC SAUSAGE

(Quotations cover fancy grades.)

Pork sausage, in 1-lb. cartons	@ 29 1/2	@ 23 1/2
Country style sausage, fresh in link	@ 23 1/2	@ 21 1/2
Country style sausage, smoked	@ 25 1/2	@ 23 1/2
Frankfurters in sheep casings	@ 23 1/2	@ 21 1/2
Frankfurters in hog casings	@ 21 1/2	@ 17
Bologna in beef middles, choice	@ 17 1/2	@ 16 1/2
Bologna in beef rounds, choice	@ 17 1/2	@ 16 1/2
Liver sausage in hog bungs	@ 19 1/2	@ 18 1/2
Smoked liver sausage in hog bungs	@ 20 1/2	@ 19 1/2
Head cheese	@ 19 1/2	@ 18 1/2
New England luncheon specialty	@ 24	@ 19 1/2
Minced luncheon specialty, choice	@ 24	@ 19 1/2
Tongue sausage	@ 33	@ 21 1/2
Blood sausage	@ 21 1/2	@ 21 1/2
Souse	@ 21 1/2	@ 21 1/2
Polish sausage	@ 21 1/2	@ 21 1/2

DRY SAUSAGE

Cervelat, choice, in hog bungs	@ 40	
Thuringer cervelat	@ 21	
Farmer	@ 28	
Holsteiner	@ 26	
B. C. salami, choice, in hog bungs	@ 37	
Milano salami, choice, in hog bungs	@ 42	
B. C. salami, new condition	@ 22	
Friseses, choice, in hog middles	@ 38	
Genoa style salami, choice	@ 46	
Pepperoni	@ 36	
Mortadella, new condition	@ 23	
Capicola	@ 53	
Italian style hams	@ 38	
Virginia hams	@ 40 1/2	

SAUSAGE MATERIALS

(F.O.B. CHICAGO.)

Regular pork trimmings	12 1/2 @ 13	
Special lean pork trimmings	@ 19 1/2	
Extra lean pork trimmings	@ 20	
Pork cheek meat	@ 11	@ 11 1/2
Pork hearts	@ 8 1/2	@ 9
Pork livers	@ 8 1/2	@ 9
Native boneless bull meat (heavy)	12 1/2 @ 12 1/2	
Shank meat	@ 10 1/2	@ 10 1/2
Boneless chucks	@ 11	@ 11
Beef trimmings	@ 10	@ 10
Beef cheeks (trimmed)	@ 8 1/2	@ 9
Dressed canners, 350 lbs. and up	@ 9	@ 9
Dressed cutter cows, 400 lbs. and up	@ 10	@ 10
Dr. bologna bulls, 600 lbs. and up	@ 10	@ 10
Pork tongues, canner trim, 8 P.	@ 12 1/2	@ 12 1/2

SAUSAGE IN OIL

Bologna style sausage, in beef rounds—		
Small tins, 2 to crate	\$.65	
Frankfurt style sausage, in sheep casings—		
Small tins, 2 to crate	\$.75	
Smoked link sausage, in hog casings—		
Small tins, 2 to crate	\$.675	

BARRELED PORK AND BEEF

Meas pork, regular	@ 34.00	
Family back pork 24 to 34 pieces	@ 34.50	
Family back pork, 35 to 45 pieces	@ 33.00	
Clear back pork, 40 to 50 pieces	@ 34.50	
Clear plate pork 25 to 35 pieces	@ 26.50	
Bean pork	@ 28.00	
Brisket pork	@ 35.00	
Plate beef	@ 25.00	
Extra plate beef, 200-lb. bbls.	@ 26.00	

VINEGAR PICKLED PRODUCTS

Pork feet, 200-lb. bbl.	\$.18.75	
Lamb tongue, short cut, 200-lb. bbl.	43.00	
Regular tripe, 200-lb. bbl.	20.00	
Honeycomb tripe, 200-lb. bbl.	23.00	
Pocket honeycomb tripe, 200-lb. bbl.	20.00	

DRY SALT MEATS

Clear bellies, 18@20 lbs.	@ 17 1/2	
Clear bellies, 14@16 lbs.	@ 17 1/2	
Rib bellies, 25@30 lbs.	@ 17	
Fat backs, 10@12 lbs.	@ 12 1/2	
Fat backs, 14@16 lbs.	@ 14 1/2	
Regular plates	@ 14 1/2	
Jowl butts	@ 10 1/2	

WHOLESALE SMOKED MEATS

Fancy reg. hams, 14@16 lbs., parchment paper	26 1/2 @ 27 1/2	
Fancy skd. hams, 14@16 lbs., parchment paper	28 1/2 @ 27 1/2	
Standard reg. hams, 14@16 lbs., plain	@ 27	
Picnics, 4@8 lbs., short shank, plain	@ 21	
Picnics, 4@8 lbs., long shank, plain	@ 19	@ 20
Fancy bacon, 6@8 lbs., parchment paper	@ 32	
Standard bacon, 6@8 lbs., plain	@ 27 1/2 @ 28 1/2	
No. 1 beef ham sets, smoked—		
Insides, 5@12 lbs.	@ 28	@ 29
Outsides, 5@9 lbs.	@ 25	@ 26
Knuckles, 5@9 lbs.	@ 26	@ 27
Cooked hams, choice, skin on, fattened	@ 40	
Cooked hams, choice, skinless, fattened	@ 43	
Cooked picnics, skin on, fattened	@ 31	
Cooked picnics, skinned, fattened	@ 31 1/2	
Cooked loin roll, smoked	@ 46	

LARD

Prime steam, cash, Bd. Trade	@ \$11.57 1/2 b	
Prime steam, loose, Bd. Trade	@ 11.00a	
Refined lard, tierces, f.o.b. Chgo.	@ 12 1/2	
Kettle rend. tierces, f.o.b. Chgo.	@ 12 1/2	
Leaf, kettle rendered, tierces, f.o.b. Chicago	@ 13	
Neutral, in tierces, f.o.b. Chicago	@ 12 1/2	
Compound, veg., tierces, c.a.f.	@ 12 1/2	

OLEO OIL AND STEARINE

Extra oleo oil	12 1/2 @ 13	
Prime No. 2 oleo oil	11 1/2 @ 12 1/2	
Prime oleo stearine, edible	9 1/2 @ 10	

TALLOW AND GREASES

Edible tallow	8 1/2 @ 8 1/2	
Prime packers' tallow	7 @ 7 1/2	
No. 1 tallow, 10% f.f.a.	5 1/2 @ 6	
Special tallow	8 1/2 @ 8 1/2	
Choice white grease	8 1/2 @ 8 1/2	
A-White grease, maximum 4% acid	8 1/2 @ 7	
B-White grease, maximum 5% acid	8 1/2 @ 6 1/2	
Yellow grease, 10@15% f.f.a.	6 @ 6 1/2	
Brown grease, 40% f.f.a.	5 @ 5 1/2	

ANIMAL OILS

Prime edible	@ 10 1/2	
Prime inedible	@ 14	
Headlight	@ 14	
Prime W. S.	@ 13 1/2	
Extra W. S.	@ 13 1/2	
Extra lard oil	@ 13	
Extra No. 1	@ 11 1/2	
No. 1 lard oil	@ 10 1/2	
No. 2 lard oil	@ 10 1/2	
Acidless tallow	@ 11	
20° neatfoot	@ 17	
Pure neatfoot	@ 13 1/2	
Special neatfoot	@ 13 1/2	
Extra neatfoot	@ 12	
No. 1 neatfoot	@ 11	

Oil weighs 7 1/2 lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.

VEGETABLE OILS

Crude cottonseed oil, in tanks, f.o.b.	@ 9 1/2	
Valley points, prompt	@ 9 1/2	
White, deodorized, in bbls., f.o.b. Chgo.	@ 11 1/2	
Yellow, deodorized	@ 11 1/2	
Soap stock, 80% f.f.a., f.o.b. mills	1 1/2 @ 2	
Soya bean oil, f.o.b. mills	7 1/2 @ 8.0	
Corn oil, in tanks, f.o.b. mills	@ 10 1/2	
Cocoonut oil, seller's tanks, f.o.b. coast	4 1/2 @ 4 1/2	
Refined in bbls., f.o.b. Chicago	@ 11 1/2	

OLEOMARGARINE

White animal fat, margarine, in 1-lb. cartons, rolls or prints, f.o.b. Chicago	@ 16	
Nut, 1-lb. cartons, f.o.b. Chicago	@ 11 1/2	
Puff paste	@ 14 1/2	

PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL.

CURING MATERIALS

	Cwt.	Sacks.
Nitrate of soda (Chgo. warehouse stock):		
1 to 4 bbls. delivered.....	\$9.40	
5 or more bbls. delivered.....	9.25	
Salt peter, 1 to 4 bbls. f.o.b. N. Y.:		
Dbl. refined granulated.....	6.25	6.15
Small crystals.....	7.25	7.15
Medium crystals.....	7.62½	7.50
Large crystals.....	8.00	7.75
Dbl. refd. gran. nitrate of soda.....	3.02½	3.25
Salt per ton, in minimum car of 80,000 lbs. only, f.o.b. Chicago:		
Granulated.....	\$ 6.90	
Medium, air dried.....	8.40	
Medium, kiln dried.....	10.90	
Rock.....	6.782	
Sugar—		
Raw, 96 basis, f.o.b. New Orleans.....	@3.60	
Second sugar, 90 basis.....	none	
Standard gran., f.o.b. refiners (2%).....	@5.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.60	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	@4.50	

SPICES

(Basis Chicago, original bbls., bags or bales.)	Whole.	Ground.
Allspice Prime.....	13	14½
Black Pepper, Fancy.....	18½	15
Chili Powder, Fancy.....	22	21
Cloves, Amboyana.....	23	27
Madagascar.....	16	19
Zanzibar.....	16½	19½
Ginger, Jamaica.....	17½	14½
Mace, Fancy Banda.....	65	70
East India.....	60	65
E. I. & W. I. Blend.....	60	60
Mustard Flour, Fancy.....	24	24
No. 1.....	15	15
Nutmegs.....	25	25
East India.....	21	21
E. I. & W. I. Blend.....	19	19
Paprika, Extra Fancy.....	23½	23½
Fancy.....	22½	22½
Hungarian.....	26	26
Peppina Sweet Red Pepper.....	26½	26½
Pepper, Cayenne.....	21½	21½
Red Pepper, No. 1.....	16	16
Pepper, Black Aleppo.....	9½	11
Black Tellicherry.....	7½	12½
White Java Muntok.....	13½	15
White Singapore.....	13	14½
White Peppers.....	14	14

SEEDS AND HERBS

	Whole.	Ground.
Caraway Seed.....	10½	12½
Celery Seed, French.....	20	24
Coriander.....	15	17½
Cominos Seed.....	8	8
Coriander Morocco Bleached.....	8½	8½
Coriander Morocco Natural No. 1.....	8½	10½
Mustard Seed, Cal. Yellow.....	8½	8½
American.....	7½	9½
Marjoram, French.....	26	30
Oregano.....	11	14
Sage, Dalmation Fancy.....	9	11
Delamation No. 1 Fancy.....	8½	10½

SAUSAGE CASINGS

(F. O. B. CHICAGO.)

(Prices quoted to manufacturers of sausage.)

Beef Casings:	
Domestic rounds, 180 pack.....	@24
Domestic rounds, 140 pack.....	@33
Export rounds, wide.....	@45
Export rounds, medium.....	@28
Export rounds, narrow.....	@35
No. 1 weasands.....	@04
No. 2 weasands.....	@02
No. 1 bungs.....	@00
No. 2 bungs.....	@05
Middles, regular.....	@35
Middles, select, wide, 2@2½ in. diam.....	@40
Middles, select, extra wide, 2½ in. and over.....	@70
Dried bladders:	
12-15 in. wide, flat.....	.85
10-12 in. wide, flat.....	.70
8-10 in. wide, flat.....	.50
6-8 in. wide, flat.....	.25
Hog casings:	
Narrow, per 100 yds.....	2.50
Narrow, special, per 100 yds.....	2.40
Medium, regular.....	2.30
Wide, per 100 yds.....	1.80
Extra wide, per 100 yds.....	1.40
Export bungs.....	.27
Large prime bungs.....	.20
Medium prime bungs.....	.13
Small prime bungs.....	.09
Middles, per set.....	.20
Stomachs.....	.00

COOPERAGE

Ash pork barrels, black hoops.....	\$1.25	@1.27½
Ash pork barrels, galv. hoops.....	1.32½	@1.35
Oak pork barrels, black hoops.....	1.15	@1.17½
Oak pork barrels, galv. hoops.....	1.22½	@1.25
White oak ham tierces.....	2.02½	@2.05
Red oak lard tierces.....	1.77½	@1.80
White oak lard tierces.....	1.87½	@1.90

NEW YORK MARKET PRICES

LIVE CATTLE

Steers, good, 1,382-1,497 lbs.....	\$10.00@11.75
Steers, medium.....	8.65@ 9.50
Bulls.....	5.00@ 6.00
Cows, cutter and low cutter.....	3.50@ 4.50

LIVE CALVES

Vealers, good and choice.....	\$12.50@14.00
Calves.....	nominal

LIVE LAMBS

Lambs, good and choice.....	\$11.75@12.25
Lambs, medium.....	11.00@11.50
Ewes.....	5.50 down

LIVE HOGS

Hogs, 196-lb. avg. desirable.....	\$ @ 9.85
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DRESSED BEEF

City Dressed.

Choice, native, heavy.....	19½@21½
Choice, native, light.....	19½@21
Native, common to fair.....	17 @18½

Western Dressed Beef.

Native steers, 600@800 lbs.....	10 @20
Native choice yearlings, 440@600 lbs.....	17 @18
Good to choice heifers.....	16½@17½
Good to choice cows.....	14½@15½
Common to fair cows.....	12 @13
Fresh bologna bulls.....	11 @12

BEEF CUTS

	Western.	City.
No. 1 ribs.....	24 @26	26 @29
No. 2 ribs.....	21 @23	22 @25
No. 3 ribs.....	17 @20	18 @21
No. 1 loins.....	30 @32	32 @36
No. 2 loins.....	26 @28	28 @30
No. 3 loins.....	22 @24	22 @24
No. 1 hinds and ribs.....	21 @22	22 @25
No. 2 hinds and ribs.....	18 @20	18 @21
No. 1 rounds.....	17 @17	17 @18
No. 2 rounds.....	16 @16	16 @16
No. 3 rounds.....	15 @15	15 @15
No. 1 chucks.....	16 @18	16 @19
No. 2 chucks.....	15 @16	15 @16
No. 3 chucks.....	13 @14	14 @15
Bolognas.....	12 @13	12 @13
Rolls, reg. 6@8 lbs. avg.....	23 @25	23 @25
Rolls, reg. 4@6 lbs. avg.....	18 @20	18 @20
Tenderloins, 4@6 lbs. avg.....	50 @60	50 @60
Tenderloins, 5@6 lbs. avg.....	50 @60	50 @60
Shoulder clods.....	12 @14	12 @14

DRESSED VEAL

Good.....	17 @18
Medium.....	16 @17
Common.....	13 @15

DRESSED SHEEP AND LAMBS

Lambs, prime to choice.....	20½@21½
Lambs, good.....	19 @20
Lambs, medium.....	19 @20
Sheep, good.....	12 @13
Sheep, medium.....	9 @11

DRESSED HOGS

Hogs, good to choice.....	\$17.50@19.00
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FRESH PORK CUTS

Pork loins, fresh, Western, 10@12 lbs.....	25 @23
Pork tenderloins, fresh.....	35 @36
Pork tenderloins, frozen.....	30 @32
Shoulders, Western, 10@12 lbs. avg.....	18 @19
Butts, boneless, Western.....	23 @24
Butts, regular, Western.....	21 @22
Hams, Western, fresh, 10@12 lbs. avg.....	24 @25
Picnics, Western, fresh, 6@8 lbs. avg.....	25 @26
Pork trimmings, extra lean.....	17 @18
Pork trimmings, regular 50% lean.....	14 @15
Spareribs.....	17 @17½

SMOKED MEATS

Regular hams, 8@10 lbs. avg.....	29½@30½
Regular hams, 10@12 lbs. avg.....	29 @30
Regular hams, 12@14 lbs. avg.....	28 @29
Skinned hams, 10@12 lbs. avg.....	29 @30
Skinned hams, 12@14 lbs. avg.....	28 @29
Skinned hams, 16@18 lbs. avg.....	27 @28
Picnics, 6@8 lbs. avg.....	20 @21
Picnics, 8@10 lbs. avg.....	19 @20
Pork pickled bellies, 8@12 lbs. avg.....	24 @25
Bacon, boneless, Western.....	31 @32
Bacon, boneless, city.....	31 @32
Rollerets, 6@10 lbs. avg.....	21 @22
Beef tongue, light.....	21 @22
Beef tongue, heavy.....	24 @25

FANCY MEATS

Fresh steer tongues, untrimmed.....	14c a pound
Fresh steer tongues, l. c. trimmed.....	28c a pound
Sweetbreads, beef.....	35c a pound
Sweetbreads, veal.....	70c a pair
Beef kidneys.....	18c a pound
Mutton kidneys.....	4c each
Livers, beef.....	23c a pound
Oxtails.....	16c a pound
Beef hanging tenders.....	25c a pound
Lamb fries.....	10c a pair

BUTCHERS' FAT

Shop fat.....	@2.50 per cwt.
Breast fat.....	@3.00 per cwt.
Edible suet.....	@5.00 per cwt.
Inedible suet.....	@3.50 per cwt.

GREEN CALFSKINS

	5-9 9½-12½	12½-14	14-18	18 up
Prime No. 1 veals.....	20	2.20	2.35	2.40
Prime No. 2 veals.....	19	2.05	2.20	2.25
Buttermilk No. 1.....	17	1.90	2.05	2.10
Buttermilk No. 2.....	16	1.80	1.95	2.00
Branded grubby.....	10	1.10	1.20	1.25
Number 3.....	10	1.10	1.20	1.25

BONES AND HOOFES

	Per ton
Round shins, heavy.....	\$75.00
Flat shins, heavy.....	60.00
White hoofs.....	75.00
Black and striped hoofs.....	40.00

PRODUCE MARKETS

BUTTER.

	Chicago.	New York.
Creamery (92 score).....	@34	@36
Creamery (91 score).....	33½@33½	35½@35½
Creamery firsts (88-89 score).....	32½@33½	34½@35

EGGS.

Extra firsts.....	@26
Firsts, fresh.....	@25
Standards.....	29 @30

LIVE POULTRY.

Fowls.....	14 @24	24 @28
Chickens, light.....	19 @25	20 @26
Chickens, heavy.....	24 @25	20 @26
Turkeys.....	18 @23	22 @31
Ducks.....	14 @24	18 @22
Geese.....	14 @18	17 @21

DRESSED POULTRY.

Fryers, 31-42, fresh.....	23½@24	@23½
Roasters, 43-54, fresh.....	24 @25	24 @25½
Roasters, 55 & up, fresh.....	25½@27½	20½@28
Fowls, 31-47.....	20½@23½	21½@23½
48-59.....	24 @25	24½@25½
60 and up.....	25½@26	@26½

BUTTER AT FIVE MARKETS

Wholesale prices of 92 score butter at Chicago, New York, Boston, Philadelphia and San Francisco, week ended Dec. 26, 1935:

	Dec. 20	21	23	24	25	26
Chicago.....	32½	33	33	33	Holiday	33
N. Y.....	34½	34½	34½	34½	Holiday	34½
Boston.....	34½	34½	34½	34½	Holiday	35
Phila.....	35½	35½	35½	35½	Holiday	35½
San Fran.....	35½	35½	35½	35½	Holiday	35½

Wholesale prices carlots—fresh centralized carlots—90 score at Chicago:

	32½	33	33	32½	Holiday	32½
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Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	—Since Jan. 1—
Chicago.....	23,855	26,411	23,596	3,114,553
N. Y.....	33,245	30,500	45,067	3,268,107
Boston.....	15,837	11,568	15,813	1,166,761
Phila.....	19,824	15,512	14,232	1,132,603
Total.....	90,761	84,051	98,708	8,680,626

Cold storage movement (lbs.):

	In	Out	On hand	Same week day
	Dec. 26.	Dec. 26.	Dec. 27.	last year.
Chicago.....	2,394	427,771	18,702,518	19,923,065
N. Y.....	53,500	257,843	3,944,064	1,823,658
Boston.....	3,334	81,599	1,082,141	765,601
Phila.....	14,688	123,060	1,109,769	554,289
Total.....	75,905	890,073	25,738,522	25,064,593

CLASSIFIED ADVERTISEMENTS

Advertisements on this page, \$3.00 an inch for each insertion. Position Wanted, special rate, \$2.00 an inch for each insertion. Minimum Space 1 inch, not over 48 words, including signature or box number. No display. Remittance must be sent with order.

Men Wanted

Dry Sausage Foreman

Wanted by old, well-established company, competent man to take charge of manufacture of dry sausage. Applicant must be capable supervisor and have thorough and complete knowledge of all phases of dry sausage making. W-211, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Salesman

Wanted, salesman with following, to sell spices, seasonings, pimientos, etc., to provision and baking trade. W-212, THE NATIONAL PROVISIONER, 300 Madison Ave., New York City.

Position Wanted

Hog Buyer

Hog buyer now available for packer who wants to buy hogs to best advantage. Twenty-five years' experience with high-grade concern. W-210, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Sausage Foreman

Thorough knowledge of all details. Can produce complete quality line, thuringer, salami, and kosher line. Can also produce cheaper materials and produce franks that have appeal. Show results quickly. Young, married, dependable. W-213, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Pork Superintendent or Foreman

Available soon, young man with fifteen years' experience. Specialist in S. P. cures. Success in handling men. Interested in making permanent connection. Can furnish excellent references as to ability and qualifications. W-208, THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

Equipment Wanted

Dryer

Wanted, dryer for use in dead animal plant. State price, condition, and size. The Ohio Valley Reduction Co., Madison, Ind.

Equipment For Sale

Used Sausage Machinery

For sale:

- 1 No. 43 "Buffalo" silent cutter and motor,
- 1 No. 38 "Buffalo" silent cutter and motor,
- 1 No. 32 "Buffalo" silent cutter and motor,
- 1 No. 5 Boss silent cutter and motor,
- 1 No. 66-B "Buffalo" grinder and motor,
- 1 500-lb. stuffer,
- 1 400-lb. stuffer,
- 1 200-lb. stuffer,
- 1 700-lb. "Buffalo" mixer and motor.

FS-209

THE NATIONAL PROVISIONER
407 S. Dearborn St., Chicago, Ill.

Equipment for Sale

1-Hottmann Cutter and Mixer, 1,000 lb. capacity; 1-Mitts & Merrill No. 1-CV Hog, direct-motor driven; 1-No. 156 belt-driven Enterprise Meat Chopper or Grinder; 1-Wannenwetsch 5 x 7 ft. Rendering Tank; 1-Allbright-Nell 4 x 8 ft. Lard Roll, arranged for motor drive; 2-Mechanical Mfg. Co. 4 x 9 ft. Lard Rolls; 5-Cooking Kettles. Miscellaneous: Dryers, Hammer Mills, Ice Machines, Boilers, Pumps, Filter Presses, etc.

What idle machinery have you for sale? Send us a list.

CONSOLIDATED
PRODUCTS CO., INC.
14-19 Park Row, New York, N. Y.

Miscellaneous Wanted

Pig Skin Strips Wanted

We will pay 8c delivered Chicago for any quantities of D. S. back strips, measuring 5 inches by 15 inches and over, suitable for tanning. Will buy for either immediate or later shipment. Telegraph or write us your offerings.

E. G. JAMES CO.

Provision Brokers.

332 S. La Salle St., Chicago, Ill.

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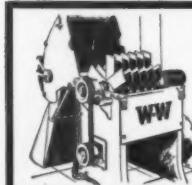
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QUICK EASY GRINDING of Tankage, Scrap, Bone, Etc.

The W-W does every by-product grinding job for Packing Plants — better, faster and cheaper — Write for catalog and actual Packer testimonials —

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Wichita, Kansas

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It Will Pay You Big Dividends

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HAMS and BACON

Straight and Mixed Cars of Beef,
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GOOD FOOD

Main Office and Packing Plant
Austin, Minnesota

Hunter Packing Company

East St. Louis, Illinois

*Straight and Mixed Cars
of Beef and Provisions*



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410 W. 14th Street

REPRESENTATIVES:
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F. C. Rogers, Philadelphia

Krey's

St. Louis

Shippers of Straight and Mixed Cars

Pork — Beef — Sausage — Provisions

HAMS and BACON

"Deliciously Mild"

New York Office—259 W. 14th St.

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Murphy & Decker, Boston, Mass. H. D. Amiss { Washington, D. C.
M. Weinstein Co., Philadelphia, Pa. { Baltimore, Md.

Partridge

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The H. H. MEYER PACKING CO.

Cincinnati, Ohio

Wilmington Provision Company

TOWER BRAND MEATS

*Slaughterers of Cattle, Hogs,
Lambs and Calves*

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WILMINGTON

DELAWARE

Rath's

from the Land O' Corn

BLACK HAWK HAMS AND BACON

PORK - BEEF - VEAL - LAMB

Straight and Mixed Cars of Packing House Products

THE RATH PACKING CO., WATERLOO, IOWA

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NIAGARA BRAND

HAMS & BACON

SHIPPERS OF STRAIGHT AND MIXED CARS OF

BEEF - PORK - SAUSAGE - PROVISIONS

BUFFALO—OMAHA—WICHITA

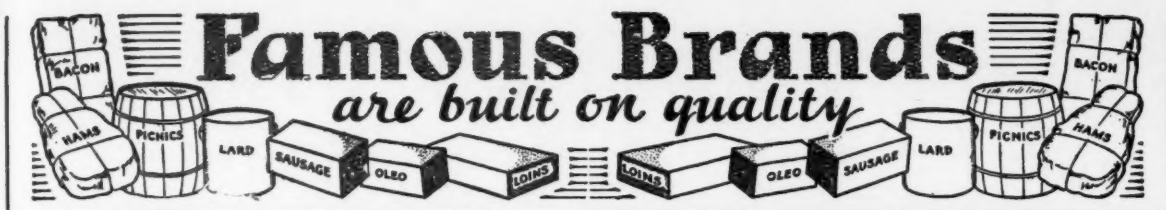
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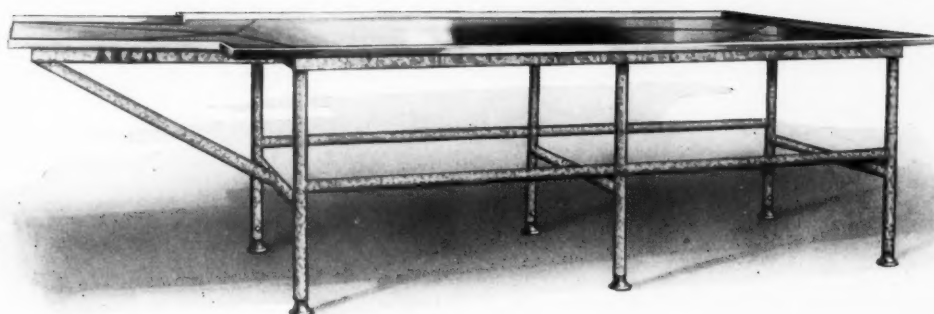
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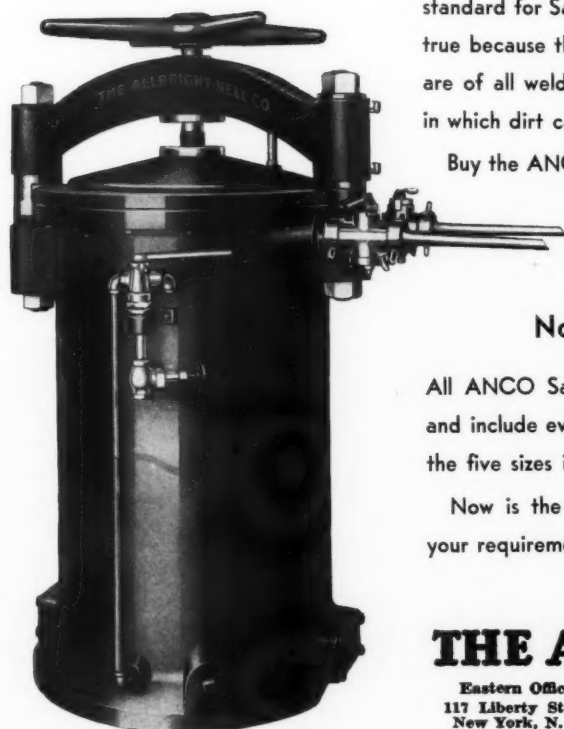
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